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DRUG & CHEMICAL MARKETS

ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

D. O. HAYNES & Co. Publishers No. 3 PARK PLACE NEW YORK U. S. A.

SUBSCRIPTION:—U. S., CUBA AND MEXICO, \$4.00; CANADA, \$4.50; FOREIGN, \$5.00 A YEAR IN ADVANCE

VOL. V

NEW YORK, OCTOBER 1, 1919

No. 56

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Announcement.

With this issue we are adding eight pages to DRUG & CHEMICAL MARKETS, and we want to take this opportunity to tell our subscribers some plans we have for improving the news and market service of this publication.

With the eight additional pages, we are changing the make-up arrangement for the further convenience of our readers and have removed the advertising cards from the center column of the quotations, and are printing these in solid pages with the facing pages devoted to the announcements of reliable firms.

We are extending our foreign service by several regular monthly market reports on conditions in the producing markets of the world by our own correspondents. These reports from authentic first hand sources give our readers exclusive information.

In order to give our readers the best thought of the day upon commercial topics affecting the chemical and drug industries, we have arranged for a series of special articles by recognized authorities on a number of important, broad subjects. Next week we shall publish an article on the foreign exchange situation by Mr. Alexander Phillips, Vice President of the Guarantee Trust Company of New York, whose management of their Paris branch has fitted him with an intimate and practical knowledge of foreign exchange problems. Other articles that will follow are: Commercial Oils, by Major Charles V. Bacon; Chemical Costs, by Hasbrouck Haynes, M. E.; American Botanical Prices, by S. P. Nickells; Manufacture of Synthetic Aromatic Chemicals, by Dr. G. F. Richmond; Losses by Fire in Chemical Plants, by Edward R. Hardy.

During the past six months more new subscribers have been added to our subscription list than during any similar period since the first establishment of the paper five years ago. During the same period the amount of advertising carried has increased 400%. We want to express our appreciation of this very tangible evidence of appreciation both of the editorial service which this paper gives and of the value of its advertising pages.

Drug and Chemical Markets
3 Park Place, New York

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Entered as second-class matter, Dec. 7, 1914, at the Post Office at New York, N. Y., under the Act of March 3, 1879.

DRUG & CHEMICAL MARKETS

PUBLISHED EVERY WEDNESDAY

D. O. HAYNES & Co., Publishers, . New York

Publication Office: No. 3 Park Place.

Telephone, 7646 Barclay - - Cable Address, "Era, New York."

SUBSCRIPTION RATES

United States, Cuba and Mexico.....\$4.00 a year
Canada \$4.50 and Foreign \$5.00 a year.
Single Copies, 10 cents

ALL SUBSCRIPTIONS PAYABLE IN ADVANCE

REMIT by P. O. or Express Order or New York Draft payable to order of D. O. Haynes & Co. Add 10 cents for collection charges if you send local check.

Published at No. 3 Park Place, Borough of Manhattan, New York, by D. O. Haynes & Co., a corporation; President and treasurer, D. O. Haynes; vice-president, E. I. Kennedy; secretary, N. W. Haynes. Address of officers is No. 3 Park Place, New York.



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Litigation vs. Arbitration

Suits arising out of sales of chemicals are increasing rather than decreasing, and the situation which was expected to clear up with the passing of a market dominated by extraordinary war demands is worse than it was twenty months ago. It is true that many of the suits now in the courts are the result of the house cleaning which the chemical industry is doing; but this mopping up process is messy, costly, and not very efficient. Moreover, there is an alarming increase in the suits between legitimate and well established firms. It is the increase in suits of this kind with which we are particularly concerned, and since no element of deliberate fraud enters into them, it is possible to curtail them.

Careful study of a great number of complaints filed in these chemical suits reveals the fact that the great majority—probably over seventy per cent—arise out of disputes as to the terms of sale. Deliveries by the seller which do not meet the expectations of the buyer and qualities of goods that are not acceptable are the most frequent direct causes of complaint. In the former case, the element of time, affecting as it does, price, is an important consideration; while the multiplicity of grades, affecting the various uses to which chemicals are put in different industries, results in honest misunderstandings especially in the case of goods passing through second hands on the way from maker to consumer. Exact definitions of the conditions of chemical sales, particularly as to time conditions and grade conditions, would do much to remove these causes of suits. A disinterested Board of Arbitration, to pass upon disputes arising out of sales made under a standard, uniform sales contract, would reduce the appeals to the Courts greatly. Moreover, such a Board of Arbitration, composed of men familiar with the peculiar conditions of the chemical industry and its numerous, complicated commercial ramifications, would be able to render more intelligent and just decisions than any judge however honest and upright, for technical manufacturing problems and intimate market conditions have important bearing on such decisions. Furthermore, the expense and delay of legal action is proverbial, and this places a serious burden upon the industry as a whole. Finally, the number of chemical cases is an open scandal, and this continuous washing of dirty linen in public, while it may be an entertaining spectacle, is certainly not helpful to the industry's best interests.

Elsewhere in this issue we publish the standard conditions of sale, shipping rules, and regulations of arbitration which have recently been adopted

by the British Chemical Trade Association. We commend this interesting document to the attention of our chemical makers and chemical sellers, and since we have no organization similar to the British association, we again suggest to the Chemical Alliance that they continue the fine work done during the war by drawing up similar regulations and appointing a Board of Arbitration. This is work worthy of that body's best traditions. It is work that would mean much to the future of the American chemical industry.

Drugs and Banks

Before the war, the function of banks in our drug trade was simple. They were repositories for the funds of drug merchants and upon the credit established in this way, advanced them the means of financing their seasonal purchases as the various drug crops came into the world's markets. This was the straightforward accommodation of regular customers, and the borrowings of several most important factors in the trade, considering the volume of business handled, were small. Formerly, the banks entered but slightly and only indirectly in the trade in crude drugs. Today, however, they are actively and intimately connected with the importation, sale and exportation of drug products.

Three principal causes have brought about this result: the higher prices of drugs; the entrance into the drug trade of new dealers; the increase in consignment drug shipments to New York. An established house whose credit was adjusted to deal at normal prices in a drug market with a known and fairly stable demand found its ordinary resources inadequate when drugs they had bought at three, five, and ten cents advanced to forty, seventy, and ninety cents. The additional, necessary money was raised by loans from the banks secured by goods, by cases of opium, by bags of kola, by bales of buchu, and what not. Many new dealers were brought into the drug market by the high prices and prospect of extra profits. Some of these were speculators, others were established import houses who nevertheless had not previously dealt in drug products. The banks advanced both classes money against drugs in transit and in warehouse, and their loans on similar security were still further increased by the many consignment shipments that began to arrive in New York. Normal trade channels had been blocked and dealers in primary markets sought the only available market, a practice that was encouraged by the speculators and commission firms.

During the war the New York drug market expanded, and while this expansion was more apparent than real, still it was sound so long as there was the abnormal war demand and while many of our pharmaceutical makers could not import direct from primary sources. Some of this expansion we can hold, provided we maintain a steady, open drug market, supported by increased exports

of crude and manufactured drug products. The speculators will have no place in this market, and only those import firms who take pains to specialize in this field will continue to find it profitable.

Today the purely financial aspects of our drug trade are interesting. Many banks have outstanding considerable sums secured only by drugs valued at war prices. Most foreign drug centers are bursting with accumulated stocks; but our stocks of domestic drugs are low because of reduced production. Many war buyers are out of the market. Foreign exchange rates prevent many export sales. Irregular dealers are trying to squirm out of the market. The situation contains elements favorable to a sharp break in foreign drug prices and corners in domestic drug supplies. The curtailment of manufacturing activity here and the world's shortage of drug supplies will help greatly in the gradual absorption of stocks, and the influence of the banks will exert a steadying influence upon prices. That the banks will for a long time be in close contact with the drug trade is obvious, and the wisest among them will set some intelligent employees to learning the real facts about drug sources and crop seasons; about pre-war prices and normal demand; about drug uses and drug markets. The Pharmacopoeia will have a place beside Poor and Moody on the shelves of many bank libraries.

BUSINESS CONDITIONS

Without the presence of labor troubles of magnitude, a general enlargement of business might conceivably be witnessed, and that gains do appear in various instances, despite the prevailing drawbacks, is an encouraging feature. While a disposition to await downward price readjustments is still apparent in some quarters, certain commodities that were recently depressed have lately developed a steadier undertone, and Dun's list of wholesale quotations this week, for the second consecutive week, discloses more advances than recessions. If production were unrestrained, a prop would be removed from under not a few markets, but with outputs curtailed from one cause or another, price yielding is a halting process.

THE GERMAN COLOR QUESTION

The inclination of British dyers to buy German colors is discussed by the "London Dyer and Calico Printer," which says in a recent issue: "It must not be forgotten that our most serious textile competitor promises to be America, that America is also struggling to build up her color industry, and that the States had a fairly stiff protective barrier for imports even before the war. Dyers who are prone to complain of the present conditions should look backward and then well into the future. Surely the lesson of the war has been learned! Knowing what happened in the past, the whole question now seems to depend upon this—can we put up with the disadvantages of the immediate present in order that the color industry in this country may be firmly founded and dyes made independent, in the future, of supplies from abroad? Nobody wants another war, but, on the other hand, nobody will be venturesome enough to declare that another war will not come. For the sake of a temporary advantage, now, are we to suffer the same handicap in that eventuality as we did in the early days of the war? The dyer clamoring for cheap German colors should pause to think and remember."

The Commercial Application of Chemistry

The Distributive Branches of the Chemical Industry Need Chemically Trained Salesmen and Purchasing Agents

WAR problems in the chemical industry were problems of production. More, more was the insistent demand. Increased production and speedier production in the face of many peculiar difficulties was the universal task in the accomplishment of which trained chemists played a great part and won a more just appreciation of their services and a better understanding of their functions. In solving its production problems, under stress, the chemical industry found the true place of the technically trained men, and the distinction between the research worker, the control worker and the process worker has been well defined. The duties of these various types of chemists are now well understood, and our schools and universities will in time be able to work out curricula which will train men best fitted for the different classes of technical production activity.

Distribution Now the Problem

Peace problems are now beginning to call for solution. The emphasis is passing from production problems to distribution problems, and it is very significant that there is a growing conviction on the part of chemical executives that more men of chemical training are needed in the purely commercial branches of the industry. This matter was touched upon briefly in a recent editorial in **DRUG & CHEMICAL MARKETS**; it is a subject that is worthy of a more detailed consideration.

That the chemical industry, in all its many ramifications is the most technical of all the industries is an axiom. In no other industry are the processes of manufacture so multiform and so complicated, and in no other industry are the uses to which the finished products are put so various and so technical. A situation is thus naturally created which throughout all branches of the chemical industry puts a premium upon technical training. The importance of this in the productive end is fully recognized; in the distributive branches a better appreciation of the importance of technical training is growing rapidly. To the industrial application of chemistry we are going to see added its commercial application. Chemical products are made by technical experts: they will be bought and sold too by chemically trained men.

Thomas W. Lamont of J. P. Morgan & Co. and alternate Chairman of the Harvard Endowment Fund, appealed recently to bankers, business men and others to see to it that American colleges be kept up to the high standard they have attained, so that the world's need for trained men may be met. Mr. Lamont was addressing the members of the Bond Club at the organization's first monthly luncheon of the season, given at the Bankers' Club, 120 Broadway.

"Those of you who are interested in industrial manufacture," said Mr. Lamont, "would never dream of allowing the physical equipment of your plants to run down. Yet all America is allowing the equipment of its brain plants, the most important factories that could be imagined, to run down at the heel. It is for this reason that I venture to ask you all to take your share in this educational movement that means everything to the safety and happiness of our common future.

"If America is to lead, we must train our young men to be leaders. On this point, a glance at the history of our educational institutions is interesting. In the early days of the last century our college graduates usually became teachers or ministers. Then gradually our colleges began to turn out lawyers and physicians. Now, in the last two generations, our colleges have been turning out administrators on a large scale, business men, executives, and in the last few years it has become increasingly apparent that our colleges were becoming too poor to pay the salaries that they ought to pay in order to hold the best minds on their teaching forces."

Detailed, intimate, expert knowledge of the goods which he sells is the most important part of the salesman's equipment. The drummers with free cigars and smutty jokes have been replaced by men who sell service along with their goods, and the service rendered is often in the form of expert advice. Chemical salesmen, representing manufacturers with large and varied lines, as in the dye and medicinal fields, are often called upon to do missionary work in the developing of new markets for old chemicals or the introduction of new products. If expert knowledge of his goods helps the shoe salesman and the canned goods salesman and the hardware salesman, how much more must it help the salesman of chemical products.

Before the war we had developed sales forces which by the round about and not very satisfactory way of experience had picked up a superficial knowledge of the uses to which their chemical goods were put by their customers, and who were able to talk quite glibly in the jargon of trade chemistry. Among them were, of course, a smattering of men who had a real understanding of the chemistry of their goods, and it is worth remembering that the German dyestuffs trust thought it well worth their while to send all over the world salesmen trained both in chemistry and in the

language of the country they visited to instruct buyers in the proper application of their dyestuffs. The American dye industry today suffers from the misuse that has been made of their dyes, misuse that was sometimes intentional and sometimes a necessary makeshift; but which, in many cases, must have been due to lack of technically trained men.

Buyers Should Be Qualified

What holds good of the chemical salesman, and the advantage that chemical training is to him, is as true of the chemical buyer. Slight differences in grades, in percentage of various constituents, make great differences in the uses of chemicals. Misunderstandings arising out of these matters of grade and quality cause many of the suits over refused shipments of goods. The expert knowledge of chemicals in purchasing agents is a tremendous protection to the buyer, and such men are needed today not only in the chemical

industry but in other industries which are large buyers of chemical products, such as the textile, leather, soap, paper and metal industries.

There is a real and very definite need for men of chemical technical training in the commercial side of the chemical industry, and as yet there has been no effort on the part of our schools and colleges to fill this demand. A few men who have had more or less chemistry in college have become salesmen and buyers of chemicals; but it has been a purely haphazard thing, and such a source of supply cannot begin to fill a demand that is becoming more and more insistent, the filling of which will be an important step forward in our chemical development.

Course in Commercial Chemistry

It is obvious at the very outset that a course in commercial chemistry would appeal to men who would not be temperamentally inclined to chemistry as a science. The men needed for this work are men with the commercial instinct,—the business inclination well developed—and these men are seldom those who make either the best teachers of chemistry or research workers. But the commercial instinct is not of itself to be condemned, and courses of this kind would be attractive to many students who after a year of chemistry would normally drop out of the ken of the Chemistry Department entirely. The second thing that is plain is that these men would require only a moderate amount of training in pure chemistry. A fair medium would be two years of lectures and laboratory work.

Commercial chemistry courses should build upon a broad foundation of chemistry, a good working knowledge of chemical industrial processes and the industrial and mercantile uses to which various chemical products are put. It might well contain a series of lectures upon chemical markets—the way in which chemicals are sold, containers, shipping, sales contracts, etc. Crude drugs, essential oils, vegetable oils are closely allied products about which the student should know something.

Courses on commercial chemistry, as such, should be supplemented by such commercial courses as most of the larger universities are now offering on banking and finance, applied economics, commercial law, and, in some cases, upon actual salesmanship.

TAKING A CHEMICAL PARTNER

The practical importance of chemistry in modern business was dwelt upon recently at the September meeting of the American Chemical Society in a paper by Dr. Robert P. Fischelis, entitled "The Chemical Laboratory as a Publicity Factor." American industries are convinced, said he, that the chemist and the chemical laboratory are valuable assets, that they have enabled the industries to develop new products, make standard products more economically, find outlets for by-products and eliminate waste.

Department stores and mail-order houses are now installing chemical laboratories as part of their organization or are retaining chemists by the year. One large drygoods firm in St. Paul has a complete laboratory in full view of its customers where tests of all kinds of merchandise are conducted. The exact kind of dye in fabrics, the fibres which they contain, whether cotton or wool or silk, or mixtures of various threads can thus be determined to the satisfaction of both merchant and consumer.

By having the chemist continually checking up on the quality of products, large houses which sell merchandise by parcel post over wide areas can describe exactly everything enumerated in their catalogues. Thus they do not guarantee articles until they have had them thoroughly examined.

EXHIBITS AT SAFETY CONGRESS

Safety exhibits from Japan, England and Canada, in addition to commercial and non-commercial exhibits from all parts of the United States, are being shown this week at Cleveland, Ohio, in connection with the Eighth Annual Congress of the National Safety Council. Among the exhibits is one brought to the general office of the National Safety Council at Chicago recently by Baron K. Uchida, former governor of Formosa, Japan, and Vice-Minister of Communications of that country, and a member of the National Safety Council of America. The exhibit includes pamphlets, posters, bulletins, flags and other advertising matter used during Safety Week, which was conducted in Tokio in June of this year almost identically along the lines of the Cleveland Safety Week. Baron Uchida told C. W. Price, general manager of the National Safety Council, that the idea for Tokio's Safety Week came from the Council's report of the St. Louis Safety Week of last year. It is significant that although this was the first attempt at organized safety work in Japan, Tokio's Safety Week proved to be a "No Accident Week" in fact as well as in name. Tokio has a population of approximately 3,000,000 persons.

The British exhibit at Cleveland defines the safety movement in the words of an American: "This is what 'Safety First,' or being careful means, . . . and the end is, that the workman shall live to enjoy the fruits of his labor; that his mother shall have the support of his arms in her age; that his wife shall not prematurely become a widow or his children fatherless; that cripples and helpless wrecks, who were once strong men, shall no longer be a by-product of industry."

The opening session of the Congress was devoted to addresses by Cyrus McCormick, Jr., works manager of the International Harvester Company, F. L. Feuerbach, factory manager, William Demuth & Company, Richmond Hill, N. Y., E. D. Tolsted, Independence Bureau, Philadelphia, and Matthew Woll of the American Federation of Labor, Washington, D. C.

SEEK PLATINUM CONCESSION IN ALASKA

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Sept. 30.—Congressman O'Connell, of New York, has introduced a bill in the House of Representatives providing for the incorporation by L. R. Beckley and his associates of the United States Platinum Corporation, with capital stock of \$30,000,000. The object of the corporation is to secure a concession from the Government of land areas in Alaska containing platinum sands, and to pay for such privileges, as a royalty or subsidy, one eighth of the net products obtained from the working of the concession. The operation would be under the jurisdiction of the Treasury Department.

The measure provides that there shall be selected and appointed by Congress five commissioners, to be known as United States Government Commissioners of Platinum and its Allied Industries, whose term of office would be one, two, three, four and five years, respectively, and that the sum of \$100,000 shall be set aside from the gross receipts of the corporation, or as much thereof as may be necessary, to maintain and support the commission, under rules and regulations mutually formulated by the commissioner and the corporation.

Exports of iodine from Antofagasta, Chile, during the month of July amounted to about 11,700 pounds. Shipments of nitrate of soda amounted to 5,379,968 pounds. Shipments of bismuth amounted to 111,725 pounds,—all for the United States.

Standardized Sales and Arbitration

The Conditions of Sale and Shipping and Arbitration Rules of the British Chemical Trade Association

THE rules of the British Chemical Trade Association cover not only the conditions under which sales shall be made and the terms of shipping contracts, but provide also for arbitration of disputes. Here are the rules and regulations in full:

Conditions of Sale

General—1. All sales stated to be made subject to the conditions of the British Chemical Trade Association, or when other words to the like effect are used, shall be considered as subject to these conditions.

Weights—2. Unless otherwise stated at the time of sale, goods sold by weight shall be taken at works, wharf, warehouse, store, or quay weights if despatched from works, wharf, warehouse, store, or quay for delivery elsewhere in the United Kingdom, or if sold ex works, wharf, warehouse, store, or quay.

Time of Delivery—3. Prompt delivery shall mean delivery on the date of contract, or on any of the following fourteen days. Spot delivery shall mean delivery within 24 hours from sale.

Rent—4. All goods sold ex works, wharf, warehouse, store, or quay shall remain, if required, 7 days rent free to the buyer from date of delivery, unless otherwise stipulated.

Quantity—5. When used in reference to quantity, the term "about" shall mean within five per cent. over or under the quantity specified.

Tenders and Declarations—6. In the case of contracts for future delivery during specified periods, tenders or declarations must be made on or before the last business day available according to the contract.

Bankruptcy—7. If, before the completion of any sale, any party to the contract shall suspend payment, or become bankrupt, or insolvent, or become lunatic or insane, or die without leaving executors or others willing and able to take over his liabilities under the contract, such contract shall be forthwith closed at the market price then current for similar goods for delivery at the time named in the contract; such market price shall be ascertained either by re-purchase or re-sale, or by arbitration, at the option of the other party to the contract, and the difference between the contract price and the price so ascertained shall be the measure of damages payable by or to either party under such contract, and such damages shall, if ascertained by re-purchase or re-sale, be payable on the prompt day following such re-purchase or re-sale, or, if the question is referred to arbitration, be payable on such terms, and at such period or periods, not being later than the date fixed for completion of the contract, as the Arbitrators shall determine.

Default—8. In the event of nonfulfilment of contract on part of buyer or seller, except for reasons of Force Majeure, the other party shall have the right

either to cancel the contract or close the same at market price then current for similar goods for delivery at the time of such default, and the difference between contract price and the price so ascertained, shall be the measure of damages payable by the defaulting party to such contract, and such damages shall be payable on the prompt day following the date of the closing of the contract.

Import Duty—9. Unless otherwise stated, import duty, if any, to be paid by buyers. On all goods sold duty paid, any increase in duty before delivery to be for buyers' account.

Replacement of Goods—10. The seller is not bound to replace specific goods sold, in case of loss through accident by sea, rail, fire, explosions, or consequences of war.

11. Any dispute arising out of a contract shall be determined by arbitration in London in accordance with the rules of the association.

Rules Governing Shipping Contracts

Definition—1. (a) The term "f.a.s." shall be taken to mean free alongside steamer at port of shipment. (b) The term "f.o.b." shall be taken to mean free on board steamer at port of shipment. (c) The term "c & f." shall be taken to mean that the freight to the port of discharge shall be paid by the

shipper, or the amount of freight payable on arrival of the vessel shall be deducted from the invoice for the goods. (d) The term "c.i.f." shall be taken to mean that the Marine Insurance shall be paid by the seller, and the freight either shall be prepaid or deducted from the amount of the invoice.

2. The buyer's risk commences from the date of the bill of lading, provided Insurance has been covered according to the conditions of sale.

Insurance—3. Insurance to be effected under f.p.a. policy, unless otherwise expressly stipulated at the time of sale, for the net invoice value of the goods, with five per cent. added, any amount over such five per cent. to be for sellers' benefit in case of loss.

Weight—4. Goods sold by weight to be taken at shipping weights unless otherwise stated.

Ship's Name—5. Ship's name (unless specially named in the contract) shall be declared to the buyer within 24 hours of the receipt of the same by seller, such declaration to be made in writing, or by telegram.

Customs—6. On f.o.b. contracts, and f.a.s. British ports customs' entry, to be passed by buyers, port dues, for sellers account on f.o.b. contracts, for buyers account on f.a.s. contracts.

Time of Shipment—7. Prompt shipment shall mean shipment on the date of the contract, or on any of the following fourteen days. Immediate shipment shall

These rules governing the general conditions of sales and shipping contracts have been adopted by the British Chemical Trade Association, of which S. J. C. Mason is the honorary secretary, and are uniformly in force in the standard contracts of leading British manufacturers and brokers. Disputes that arise out of sales made under this standardized contract are referred to the association for arbitration, under the rules which are also printed here. These rules and regulations, which we understand have met with hearty approval and support in England, are particularly interesting in that they could easily be the basis upon which similar standardization of sales and shipping contracts might be effected here and a similar method of arbitrating disputes enacted under auspices of the Chemical Alliance.

mean shipment on the date of the contract, or on any of the following seven days.

Delivery—8. On f.o.b. and f.a.s. contracts, buyers shall have the option of taking delivery in store, wharf, or warehouse at shipping port. Instructions shall be given by buyers fourteen days before contract time of delivery (except on contracts for prompt and immediate shipments, for which buyers shall give immediate instructions), otherwise seller has the right to deliver into store, wharf, or warehouse at shipping port to complete his contract. Any difference in charges, whether more or less, incurred by seller delivering into store, wharf, or warehouse to be for buyers' account.

Proof of Delivery—9. The bill of lading to be considered proof of the date of shipment in the absence of evidence to the contrary.

10. No receipt for goods to be shipped on board a vessel shall be considered a bill of lading within the meaning of the contract.

Rules of Arbitration

1. Any dispute arising out of a contract shall be referred to arbitration in London, each party appointing one arbitrator, who shall be a person engaged in the chemical and/or allied trades, and such arbitrators shall have the power to appoint an umpire, who shall be a person engaged in the chemical and/or allied trades, whose decision in case of disagreement is to be final in the absence of an appeal.

2. In the event of one of the parties refusing to appoint an arbitrator, or neglecting to do so for seven days after notice in writing of such an appointment by the other (such notice to be delivered at the usual place of business of the party so omitting to appoint) or in case the arbitrators shall not within fourteen days (or such extended time as may be agreed to between the parties) after appointment agree to an award, or appoint an umpire, or in case after the appointment of such arbitrators or umpire, they or he or any of them shall die, or refuse to act, or neglect to act, or become incapable of acting and the party or parties with whom their or his appointment originally rested, shall omit to appoint a substitute within three days after notice of such death, or refusal, or incapacity, then upon application by either of the disputing parties, and provided the applicant at the same time pays to the Secretary of the British Chemical Trade Association the sum of two guineas, the General Committee shall appoint an arbitrator or arbitrators or umpire to fill the vacancy or vacancies so arising. Any member of the Committee who or whose firm has any interest in the matter in dispute, shall not vote on the question of the appointment of arbitrators.

3. In the event of one party refusing or neglecting to attend before the arbitration after due notice in writing of the arbitrators to meet, then the arbitrators may proceed ex parte, and the absence of any such party shall not bar the enquiry or prevent an award being made.

4. Every award shall be in duplicate on an official form to be supplied by the association, and the arbitrators or umpire shall have power to award the costs of and connected with the reference, and may assess the same at a fixed sum if they or he shall think fit, and shall decide the amount of the arbitration fees, and by whom they shall be paid.

5. The submission to refer, effected by these conditions, shall not be revocable by either party, and for the purpose of enforcing any award, either original or on appeal, by attachment or otherwise, such an award,

these conditions and any contract referring thereto, and also the memorandum of the appointment of the arbitrators, may be made a rule of any of the divisions of His Majesty's High Court of Justice in England or in Ireland, or an order of the Court of Sessions in Scotland.

Evidence—6. The arbitrators, umpire and appeal committee may in any arbitration or matter pending before them to which these rules apply, accept such evidence of any fact, whether in dispute or not, as they may in their absolute discretion deem proper, in each individual case, and they shall not be bound by the strict rules of evidence applying to proceedings in courts of law.

Appeal—7. In case either party shall be dissatisfied with an award of arbitrators or umpire, as the case may be, a right of appeal shall lie to the Appeal Committee of the association, provided notice in writing claiming such appeal be given to the secretary of the association not later than 12 noon on the seventh business day after the award has been received by the appellant, and provided he has paid the fee of investigation the sum following: Members—Fifteen guineas; Non-Members—Twenty guineas.

8. The secretary shall, upon receipt of notice claiming an appeal, and payment of the proper fee, convene the next Board of Appeal on the Rota, to be held as soon as possible, but not later than on the seventh business day from receipt of such notice and payment, and shall at the same time give written notice thereof to every party, including the original arbitrators.

9. No party shall have the right to be heard on appeal until he has paid the fees and other arbitration expenses payable by him on the award in respect of which the appeal is made.

10. In the event of one party refusing or neglecting to attend before the Board of Appeal after due notice in writing of the Board of Appeal to meet, then the Board of Appeal may proceed ex parte, and the absence of any such party shall not bar the enquiry or prevent an award being made.

11. The Board of Appeal shall have power to award by and to whom, and in what manner, part or proportion, the expense of any reference appeal and award and all monies paid and payable under these conditions are to be borne and paid.

12. In the event of an appeal being withdrawn after the Board of Appeal has been summoned, the Committee of Appeal shall have absolute discretion to decide whether or not the appeal fees or any part thereof shall be returned to the appellant.

13. Every award of the Board of Appeal shall be final and binding upon every party, both in respect to the matters in dispute and all expenses of the reference, appeal and awards.

14. After award no complaint or objection made as to the constitution or powers of the Board of Appeal shall be valid.

15. One-fifth of the fees in respect of such an appeal shall go to the association, and the balance equally among those members who have sat and voted upon the appeal.

Irving A. Keene, of the Keene Co., manufacturing chemists, London, and Dr. Jules Bebie, of the Monsanto Chemical Works, St. Louis, are studying German methods of production and the export trade in dyes and chemicals, as a committee representing the American Chamber of Commerce of London, England. They will remain two months.

GIBBS MEDAL FOR PROF. W. A. NOYES

The Willard Gibbs gold medal, the highest award in the world for chemical research achievement, was presented last week in Chicago to Prof. William A. Noyes, Director of the Department of Chemistry at the University of Illinois, for special work for the Government performed during the war.

The presentation was made following a reception and dinner to Professor Noyes by more than four hundred of the country's leading chemists and educators, who were in attendance at the Fifth National Exposition of Chemical Industries being held at the Coliseum that week. The presentation speech was made by Dr. William H. Nichols of New York, President of the American Chemical Society, following a brief history of the achievements of Dr. Noyes by L. V. Redman of Chicago.

Dr. Harry Pratt Judson, President of the University of Chicago; Dr. W. E. Stone, President of Purdue University; Dr. Ira Remsen, past President of Johns Hopkins University; Dr. David Kinley, acting President of the University of Illinois, and Harry H. Merrick, President of the Chicago Association of Commerce, gave short talks.

TARIFF COMMISSION AND DYE LICENSES

While the debate on the Longworth bill was in progress in the House, Joseph W. Fordney, chairman of the Ways and Means Committee, held a consultation with Thomas Walker Page, the acting head of the Tariff Commission. Mr. Page told Mr. Fordney that under the law the commission had only an advisory capacity and could not undertake legally to conduct an administrative bureau. Mr. Fordney deplored any attempt to put the license plan within the reach of political influence. "I have just had a talk," said Mr. Fordney, "with a member of the Tariff Commission and he says that the commission has no power for any but research work, and if we want to destroy the Tariff Board we should go ahead and pass the pending amendment." The amendment was passed by a vote of 125 to 34, and the question comes up, "What will the Tariff Commission do, should the bill be passed by the Senate in its present form?"

The City Attorney of Berkeley, Cal., has been instructed to bring suit against Procter & Gamble, to collect \$4,245 taxes levied against a cargo of copra stored in Berkeley warehouses from November of last year to April of this year, the copra being valued at almost \$500,000. The concern refused to pay the tax on the ground that the cargo was in transit.

The reappointment of Commissioner Huston Thompson of the Federal Trade Commission to succeed himself in office for a further term of seven years has been confirmed by the Senate. Mr. Thompson was originally appointed last spring to fill out the unexpired term of former Commissioner William J. Harris, Georgia, resigned.

Drug firms employed 3 per cent less people in July, but 7 per cent more people were employed on miscellaneous chemical products, says the New York State Industrial Commission. Employment in paints, varnishes and aniline dyes was about 2 per cent higher than in June. The oil and soap industry workers increased 3 per cent during the month. Compared with last year, employment in the drug industry is 20 per cent lower, and in the oil industry employment is 14 per cent lower. But 13 per cent more workers were employed in miscellaneous chemical products, and 4 per cent more in paints, dyes and colors.

CHEMISTRY TO BENEFIT BY \$10,000,000 FUND FOR INSTITUTE OF TECHNOLOGY

Research Laboratories Will Increase Facilities for Industrial Work for Large Plants—Mysterious Mr. Smith to Contribute \$4,000,000—Necessity for Fund

The campaign to establish an endowment fund of \$10,000,000 for the Massachusetts Institute of Technology is in full swing in New York where the Endowment Fund Committee has established headquarters at 120 Broadway and is receiving subscriptions daily. The members of the committee are Charles Hayden, Edmund Hayes, Otto H. Kahn, Richard C. Maclaurin, Everett Morss, Charles A. Stone, Theodore N. Vail and Coleman du Pont, who is chairman.

A mysterious "Mr. Smith," who has befriended the Institute before to the extent of \$7,000,000, has come forward with a promise of \$4,000,000 provided another \$4,000,000 is pledged before the first of the year. "Mr. Smith" is neither a Technology graduate nor a Massachusetts man. He is said to be an industrial leader of large wealth and a firm believer in the sort of education the Institute provides. Great interest is being manifested in his identity which Dr. Richard Maclaurin, president of the Institute, promises to reveal at the culmination of the campaign.

The necessity for the fund was explained by a member of the committee who said:

Professors' salaries are going up all over the country in these days of the high cost of living, and where they do not go up inferior teachers obtain inferior results. If the Massachusetts Institute of Technology is to continue its splendid service to the chemical industries it must have adequate financial support. Tuition fees alone will never provide this support. According to figures furnished by the Institute it costs \$500 to provide the year's education for which the student will next year pay \$300. Previously the tuition fee was always \$250, and even this slight increase will probably keep away some ambitious boys who want a technical education but must rely on their own resources to secure it. It is, therefore, out of the question to raise the tuition fee again. The logical way to meet the situation, the alumni and friends of the Institute believe, is to raise an unrestricted Endowment Fund."

Interesting work in co-operative industrial chemistry is being done in the chemical research laboratories and is developing rapidly. Here the Institute employs its own chemists who experiment on problems for industrial concerns. The amount charged each company is somewhat more than the salary of the man employed, the surplus going for overhead expenses and the solving of chemical problems of general interest, the results of which are published for the interest of the public. Included among the concerns for whom work is now being done are the several du Pont de Nemours Companies, the Vacuum Oil Co., the National Tube Co., the National Electrolytic Co. and the Clinton Metallic Paint Co.

The Institute laboratories of chemistry include eighteen instructional laboratories for undergraduate classes, nine research laboratories, eleven special laboratories and thirty-four private laboratories and offices, with the necessary accompaniment of balance rooms, combustion rooms, supply and storage rooms. The total number of student desks is 1,390. Each branch of chemistry has its own laboratories.

Frank A. Burr is suing the Aetna Explosives Co. for \$161,947.69 under a contract by which the company agreed to employ him for five years as general sales manager.

Pacific Coast Notes

The California Mustard Growers' Association has been formed at Lompoc, Cal., the members including the principal growers of mustard in the State.

The Anglo California Aniline Corporation, which recently opened a plant at Redwood City, Cal., has purchased three acres of land adjoining for the purpose of enlarging the factory.

H. W. Bodwell and H. B. Bodwell have returned to San Francisco from active service with the United States Government and have resumed their exporting business at 255 California Street under the firm name of Bodwell Bros.

Charles S. Ash, of the chemical engineering firm of Gould & Ash, 216 Pine Street, San Francisco, has returned from a business trip to the South Seas, where he investigated the problems connected with the manufacture of by-products of copra.

A convention of managers of the Pacific Coast branches of the National Carbon Company was held at San Francisco during the third week of September, the gathering being attended by T. H. Jordan and J. M. Barker, of Seattle; A. R. Miller and H. B. Dugas, Portland, Ore.; G. C. Maudslay and Ellis Udell, Los Angeles; H. J. Martin and H. M. Bentley, Salt Lake City; and A. R. Slutor, Great Falls, Mont.

Eight thousand tons of graphite ore was received at San Francisco recently on the Shipping Board steamship West Cajoot consigned to a local oil refinery to be ground up for a grease compound. While being handled there a laborer detected indications of gold, and samples of the ore were sent to an assay office. It was discovered that each ton contained more than \$100 of gold. According to Struthers & Dixon, to whom the cargo was consigned, the ore was mined far in the interior of China, where there is an immense deposit, and floated down river to the coast. Owners of stocks of Chinese graphite in this country have been notified to examine their holdings.

Imports at San Francisco during the week ending Sept. 20 included the following: From Calcutta and Manila to the Pacific Mail S. S. Co., on the liner Colusa, coconut oil, 1,039 tons, shellac 930 cases, tapioca 2,270 packages and gum 265 packages; from Oriental ports on the Shinyo Maru No. 2, vegetable oil 11,843 cases, castor oil 1,000 cases, graphite 120 barrels, hemp seed 200 bags, hemp seed oil 495 barrels, linseed oil 3,500 cases, linseed cake 2,800 bags, peanut oil 27,000 cases; from Hongkong, on the steamer Sieyo Maru, nitrate of soda, 85,085 bags; from Hongkong, on the steamer Koyo Maru, cassia 100 bales; linseed 2,098 packages, copra 250 bags; from Mexican ports on the steamer Northland, glycerin 5 drums; from Tonga Island, 700 tons of copra for Burns, Philip & Co., and 503 tons of copra from Jaluit for the American Trading Company.

The Harvard Endowment Fund Committee announce that the first day of the drive in New York City netted \$343,250. The campaign, which is to raise a minimum of \$15,250,000 to meet the needs of the university, is being carried on by 4,000 men.

Bequests of \$100,000 each to Yale and Colgate Universities are contained in the will of Richard M. Colgate, soap manufacturer, late of West Orange, who died Sept. 17. His will has been filed for probate in the Surrogate's office at Newark, N. J.

SEIZURE OF H. A. METZ'S PROPERTIES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, Oct. 1.—During the debate on the Longworth bill in the House on Friday, Representative J. Hampton Moore announced that Alien Property Custodian Francis T. Garvan had within the past forty-eight hours seized two properties belonging to Herman A. Metz, dye manufacturer and importer. The seizure was made on the ground that the properties were enemy owned. Mr. Moore denounced the action as unwarranted and arbitrary. Congressman Green of Iowa, a member of the Ways and Means Committee, explained that Mr. Metz had been successful in sequestering enemy owned properties, and that was why the seizure had been made.

The action of the Alien Property Custodian in demanding the stock of the H. A. Metz Laboratories, Inc., and of the Consolidated Color and Chemical Company, according to a statement to the Washington bureau of DRUG AND CHEMICAL MARKETS by Francis P. Garvan, came only after an extended investigation of the case and following hearings granted to Mr. Metz.

"We had decided to demand a long time ago, and did demand, the stock of these companies," said Mr. Garvan. "At their request we held up the enforcement of the demand until we heard the objections that had been raised to this action, and until we made a fuller examination. At the conclusion of the hearing we decided we were right in the first place and that the stock was enemy owned. Mr. Metz is going to object to the seizure and of course, a law suit is impending. I would not care to hurt the business of Mr. Metz. We would not wilfully hurt any business. We want to encourage the American color and chemical industry. Mr. Metz contends that we have no right to take the stock in question, while we claim it is enemy owned."

It was further stated that Mr. Metz undoubtedly has some real interest in these two businesses, but that the trouble is the enemy interest and his own are so mixed up it would require a hearing in court to decide where the line is. If it is found this stock is enemy owned, it will be held in this country, Mr. Garvan declared, and it will be possible for Mr. Metz himself to secure entire control of the stock. The Alien Property Custodian declares he is not proceeding against Mr. Metz personally, only against the companies. The enemy interest is claimed to be that of Farbwerke Vorm. Meister, Lucius and Bruening, of Hoechst, on the Main, Germany.

Three bids were submitted recently for the purchase of the Government-built powder plant city of Nitro, W. Va. The highest was \$5,800,000. The city cost the Government \$70,000,000. The bidders were: Harris Bros. & Co., New York, \$5,800,000; New Jersey Machinery Exchange, Newark, Theodore Friedberg & John Eickeley, Jr., & Co., Pittsburgh, joint bidders, \$4,312,500. Du Pont Chemical Company, Wilmington, \$2,508,750.

E. T. Takamine, of the Takamine Industrial Co., who was sued by Bush, Beach & Gent for \$160,000 damages, has applied to the Supreme Court for an order requiring Bush, Beach & Gent to furnish a larger bond, as an attachment has been levied on defendant's bank account and property.

The National City Bank has applied to the Supreme Court for an order for the appointment of a commission to go to Italy to take testimony in a suit against the Partola Manufacturing Co. for \$4,000 said to have been overpaid on a shipment of caustic acid to Genoa. The Partola company opposes the appointment of a commission.

New Form Contract for Factory Building

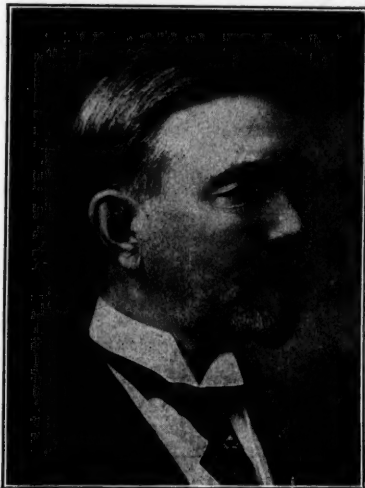
Co-operation of Owner, Architect and Builder for a Better Structure, Greater Speed, and Security Against Loss

By A. E. WELLS, President Wells Brothers Construction Co., Chicago

IF a half dozen street urchins are caught by a burly representative of the law while engaged in the pastime of shooting craps, the law against gambling acts. Law makers have recognized that gambling is an unnecessary evil and have, so far as possible, put a stop to it. Yet an owner and a contractor can gamble with a million times the stake of the street urchins without fear of the law, and it is done constantly under the guise of the lump-sum contract. For under its terms the contractor agrees that for a certain sum of money he will guarantee the owner against all the unknown conditions involved in putting up a structure. Whether he makes his figured profit or whether he loses so heavily as to be put out of business rests partly on his ability to figure costs but largely on his luck in failing to meet conditions which would increase costs.

Both parties to this contract stand to gain or lose. If the job costs 20 per cent more than estimated, the owner gains to the other's loss. If conditions make considerable saving possible, then the contractor gains to the owner's loss. Many contractors who in times past have built extensively in your field are no longer operating. Others have taken their place. Perhaps the majority of the missing firms are those who were expected not only to build according to specifications and within the time limit, but to gamble that their costs would fall within a fixed contract price. Gambling against variables,—such as the forces of nature and the conditions of labor,—they lost. In many cases their failure involved an added investment on the part of the owner or possibly the surety company. It is certain that no one gained through the failure.

The contractor is an expert retained to assemble certain materials into a finished structure. The question being asked today is, "Should the contractor insure the owner that his structure will not exceed a definite contract price?" In competitive bidding the cost of this insurance is paid generally by the low bidder out of profits or, as frequently happens, out of his capital, for the reason that he is more likely to get the contract as he scales down his allowance for contingencies. In fact the man whose bid includes a safe allowance for insurance against higher costs cannot expect to obtain work under the competitive bidding system. The inevitable result is the bankruptcy of many contractors and an additional cost to the owner or the surety company to complete the unfinished contract. This situation has come to such a point that surety companies are refusing to write surety bonds on fixed price contracts except under specially favorable conditions and frequently recommend to owners the cost-plus-a-fixed-fee contract.



A. E. WELLS

But from the owner's standpoint it is not preferable to know in advance what a certain project will cost? It is true that a careful estimate is due him. It should be made by a reliable contractor and checked by owner's architect and engineer. Such a figure should be more satisfactory than a competitive bid which does not necessarily show the cost of the building but only what some contractor is willing to gamble is the cost of the job.

An issue of bonds for an office building or other structure can as well be based upon a careful preliminary estimate in either case. It can only run below the estimate under the cost-plus-fixed-fee plan. Is not the owner entitled to the possible saving? Additional financing may be an unfortunate necessity, but why should the contractor be asked to underwrite the accident of greater cost?

At the Chicago meeting of the Associated General Contractors of America this topic was discussed, and Brigadier-General R. C. Marshall, Jr., chief of the construction division of the U. S. War Department, pointed out the fault of the usual pre-war basis of contract. He showed the impossibility on recent War Department work of asking for competitive bids, because speed was the essence and detailed plans and specifications were never complete at the time when construction must start. On such work it was, therefore, out of the question for a contractor to bid on a flat contract-price basis. It would not have been fair to either side. As a result, there was developed a form of contract known as the cost-plus-sliding-scale-fee contract.

General Marshall said that early in the spring of 1918, the programme of work before the construction division was so extensive that it seemed advisable to have the merits of this form of contract again passed upon and a committee of eminent business men unqualifiedly endorsed this form of contract. In General Marshall's own words at the convention of general contractors:

"No contractor should be called upon nor permitted to undertake the performance of any contract that within the four corners of the paper upon which it appears is, or may be written the financial bankruptcy of the contractor. It is unjust, it is inequitable, it is uneconomic. The great lesson of this war on the subject of the relationship between the contractor and the owner is the cost-plus contract. This represents the only equitable basis upon which a contractor may perform constructive and economic services for the owner. It is the only form of contract which affords protection to both parties. To me all the energies, the thought and the experience of this country within its own continental lines during the past year and

one-half of this world struggle shall have been in vain unless out of it shall grow, as a permanent institution, solidifying the economic relationship between the contractor and owner, the cost-plus contract."

Money Tied Up During Building

Money tied up during construction earns nothing until the building is ready for occupancy, and the interest often amounts to a considerable sum. When we have opportunity to work with the owner, architect and engineer from the very inception of plans and when we begin foundations as soon as the general contour of the building and equipment are determined upon, we are able materially to cut down the period during which the owner's capital is unproductive. Under the lump-sum contract it is necessary that the plans be complete before bids are taken, which may delay occupancy for months, and without occupancy a building investment is poor as a dividend producer.

The cost-plus-fixed-fee basis has been adopted for the major manufacturing and merchandising operations. Automobile makers do not gamble with a fixed price but from season to season vary their selling price according as costs rise or fall. There is less of general price advertising than before the war, and now many standard articles of commerce, once fixed as to price, are today on a new basis and tomorrow may be higher or lower according as costs dictate. Unquestionably the contractor is called in because he is an expert in building and not to absorb the risk entailed in the lump-sum contract. If it is not the purpose of the owner to buy price insurance along with his building, then cost-plus-fixed-fee is a better basis.

PAINT ASSOCIATION FAVORS TARIFF

Richard Moore, of Benjamin Moore & Co., St. Louis, was elected president of the National Paint, Oil and Varnish Association at the meeting at White Sulphur Springs, W. Va., last week. St. Louis was chosen as the place of meeting next year. Five vice-presidents were elected, one for each section of the country, as follows: Eastern, John E. Hatt, of the Du Pont Co., Wilmington, Del.; Southern, R. M. McC. Bullington, of Richmond; Western, S. Marshall Evans, of the Eagle Pitcher Lead Co., Chicago; Pacific Coast, J. B. Keister, of National Lead Co., San Francisco; Canada, T. F. Monypenny, Toronto; treasurer, R. S. Walker, of the Thiebault & Walker Co., of New York. A board of directors was also appointed, one from each of the thirty-three clubs in the association.

Eugene Merz, of Heller & Merz, New York, pointed out that more than \$3,000,000,000 worth of American manufactured products had been dependent on Germany for dyes and that it is not possible to overrate the economic importance of the coal-tar products in this country.

The association approved the Longworth bill and indorsed the system of specific rates of duty in future tariff legislation in preference to ad valorem rates wherever such rates can be applied.

INCREASE IN USE OF DRUGS

(Special to Drug and Chemical Markets)

Milwaukee, Wis., Sept. 30.—With the advent of prohibition, Federal drug tax receipts in the eastern district of Wisconsin have risen from \$2,554 in January to August, 1918, to \$93,333 during the same period this year. This shows an increase of over 3,600 per cent, according to reports of Paul A. Hemmy, assistant collector of internal revenue.

JOSEPH H. CHOATE'S REPLY TO E. S. GRAVES

Joseph H. Choate, Jr., replies to the statements of E. S. Graves, who used the columns of the "New York Times" recently to stab the American dye industry. Mr. Choate says in part:

"Mr. Graves's letter wholly neglects the sole vitally important aspect of the question—its bearing on the national welfare and defense. It is not to benefit our dyemakers that so many disinterested men and great consumers of dyes have been laboring to save our new industry, but because of the conceded fact that only a great domestic dye industry can keep us supplied with the means of national defense, with the men and materials necessary for the advance of applied science, and with the hope of vastly increased medical knowledge. Mr. Graves ignores all this and treats the question solely from the point of view of the apparent immediate financial self-interest of the textile manufacturer.

"Mr. Graves's suggestion that the former importers ought to be reinstated in their old business shows a blindness to facts. Who were these importers? They were the direct subsidiaries or branches—the mere creatures—of the German "Big Six," the six huge manufacturers who in 1916 combined into the present gigantic German dye trust—a commercial monster the amazing iniquity of which was well known to every one connected with the business, and was disclosed to the public by the Alien Property Custodian's report.

"The action of the Custodian has terminated the business of most of these agents and suspended the power which they exercised with such success to impair the development of a domestic dye industry. It is disheartening at this day to find an American citizen willing to place himself on record as in favor of the reinstatement of these gentry."

EMPLOYEES ON BOARD OF DIRECTORS

For the first time in the history of any large Cincinnati corporation employees of the Procter & Gamble Company will be offered positions on the Board of Directors. One man from the Ivorydale plant, one from the Kansas City plant and one from the Port Ivory plant will be elected from the ranks of employees to take their places on the board. The only qualifications of a nominee for the position are that he must be at least thirty years of age and must have been in the services of the Procter & Gamble Company at least three years. Men who have reached twenty-one years of age and girls who are eighteen years or over will be entitled to vote at the election to be held this week. The plan is the outcome of the successful operation of the conference committee plan.

ARMY MAY HAVE PHARMACEUTICAL CORPS

Dr. Charles T. Souther, President of the Ohio Branch of the National Pharmaceutical Service Association, says that he has received assurances that Major M. W. Ireland, General Surgeon of the Army, will give his indorsement to the Edmonds bill pending in Congress, which provides for recognition of pharmacists by the establishment of a pharmaceutical corps in the United States Army. Dr. Souther said among other influential members of the medical profession who have volunteered recently to assist in obtaining legislation are Dr. J. H. Baldwin of Columbus, President of the Ohio State Medical Association, and Dr. William H. Peters, Cincinnati Health Officer. Dr. Souther has devoted considerable of his time since returning from service in France to furthering the interests of pharmacists.

Business Brevities

The Franklin Soap Stone Products Company, Roanoke, Va., has filed notice with the Secretary of State of an increase in its capital from \$100,000 to \$125,000.

Florida shrimp will be utilized for the manufacture of fertilizer by the Nitrate Agencies Company, Jacksonville. Experiments have been progressing for several months and it is claimed this fertilizer is equal to Peruvian guano.

Exports during August amounted to \$76,000,000 more than in July, being valued at \$646,000,000. In August last year the total was \$527,000,000. For the eight months ended with August exports were valued at \$5,275,000,000, against \$4,000,000,000 for the corresponding months in 1918. August imports amounted to \$308,000,000, a decrease of \$35,000,000 as compared with July.

A new plant for the grinding of talc and soapstone has recently been completed at Henry, Franklin County, Virginia. The mine and mill are owned and operated by the Franklin Soapstone Products Corporation, of Roanoke, Virginia. The mill has a reported capacity of 200 tons of finely pulverized material per day. The material now being ground is a soapstone, and its principal markets will be found in the paint filler, foundry facing, composition roofing and rubber trades.

The Michigan Drug Co. has issued a booklet entitled "One Hundred Years," being a review of the company's business life with emphasis on the service extended to retail merchants by handling 35,000 items gathered from every country on the globe. The interesting account was written by Justin O. Buckeridge and is illustrated with reproductions from photographs and old prints. The company was started in 1819 by C. Penniman, who learned pharmacy under Jacob Schieffelin, founder of the house of Schieffelin & Co., New York.

The Southwestern Chemical Company, of El Paso, Texas, will manufacture soda fountain syrups, ice-cream compound, commercial chemicals, vaccines, disinfectants, flavoring, household ammonia, perfumes, pomades, talcum powder, beauty lotions, extracts, drugs, medical supplies, serums, vinegars, acids, bottle cider, toilet waters, face creams, face powder and hair tonics. They will act as jobbers and distributors for the following products: drugs and drug supplies, hospital supplies and rubber goods. Dr. G. B. Calman is president and J. C. Slaton, formerly with the F. P. Burnap Co., of Kansas City, is vice-president.

A bill designed to promote the production and manufacture of talc in the United States has just been introduced in the House of Representatives by Congressman Fordney, chairman of the House Ways and Means Committee, "by request." The measure provides an import tax of one-half cent per pound on talc, steatite, soapstone and French chalk, crude and unground; of one cent per pound on talc, steatite, soapstone and French chalk, ground, washed, powdered or pulverized; of two cents per pound when these same materials are cut or sawed, or in the form of blocks, crayons or cubes; of fifty per cent ad valorem on manufactures of talc, talcum, steatite, soapstone and French chalk, wholly or partly manufactured, if not decorated, and of 60 per cent ad valorem on manufactures if decorated.

BILL FOR DYE LICENSING SYSTEM AND HIGH TARIFF PASSED BY HOUSE

United States Tariff Commission to Control Issuance of Licenses—Democrats Voted Against Tariff, but Favored License Plan—Letter from Walter F. Sykes

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Sept. 29.—The Longworth tariff bill, which also carries sections establishing a licensing commission, was passed by the House on Friday, Sept. 26, by a vote of 156 to 118. The voting was on strict party lines, the Democrats being recorded solidly against the measure because of the high tariff provisions. The bill provides a tariff of more than double the amount of the Underwood act. Representative Kitchin (N. C.) sought to insert in the bill rates of the Underwood act, but this was voted down by the Republicans, 114 to 158.

Believing the tariff alone was not a sufficient wall against the German dye trust, which information placed before the House showed has at least \$30,000,000 worth of dyes ready to send to the United States, the House, by a vote of 206 to 62, sustained the license system for dye imports against the protest of some Republicans, including Representative Fordney (Mich.), chairman of the Ways and Means Committee, and J. Hampton Moore (Pa.), ranking member.

The House instead of setting up a new board to pass on the questions of whether licenses shall be granted to importers of foreign dyes despite the high tariff conferred this power on the United States Tariff Commission.

In response to demands of some large textile manufacturers who claimed that some dyes still cannot be made in the United States because the patents are held by foreigners, the House made it mandatory on the commission to grant licenses for the importation of dyes that are not made here.

During the debate on the bill Representative Kitchin (N. C.), attacked the tariff features of the bill, but approved the licensing system. He said in part: "You can make the tariff as high as the Longworth bill, and higher than that, and yet you will not keep out the great supply of dyes accumulated abroad," said Mr. Kitchin. "If the Germans want to send in their dyes they will do it regardless of the tariff. The license system is undemocratic and un-American as a permanent policy, but we do many things in an emergency. The present situation is an emergency."

Representative Longworth, in defending the bill, asserted that an anti-dumping law would not furnish adequate protection. He said it was necessary to keep track of prices in administering an anti-dumping law and that it would be impossible to keep a record of the fluctuating prices of 700 colors in Germany.

Representative Moore, of Pennsylvania, in renewing his attacks upon the licensing system, read a letter from Walter F. Sykes, a dye importer, declaring that the Chemical Foundation was not formed by patriotic citizens, but by the Corporation Trust Co., which occupies part of the Du Pont Building in Wilmington, Del. Names of three stenographers were given who signed the incorporation papers as incorporators.

Representative Layton, of Delaware, said that from his experience as former Secretary of State of that state, he knew the procedure followed in using "dummy" incorporators was perfectly proper under the laws of Delaware.

Representative Kitchin took the floor to denounce

Representative Moore for his attacks upon the Chemical Foundation.

"Mr. Moore has attempted to muddy the waters," said Mr. Kitchin. "The question is whether you will have these rates or whether you will have the little and big dye manufacturers obtain greater protection by enacting this legislation. Seldom have I seen an attack upon an organization upon such a flimsy basis. There never was a group of more patriotic men than those who formed the Chemical Foundation."

INCREASE IN DYE PRODUCTION

A bulletin to shareholders issued by the Chemical Foundation, Inc., says:

"In 1917 the output of dyes in America was 45,977,245 pounds, valued at \$57,796,228. While we imported about an equal amount in 1918, seventy-seven manufacturers produced over 57,000,000 pounds, valued at \$61,000,000. Thirty-five manufacturers produced over \$22,000,000 worth of crudes and twelve manufacturers of intermediates produced 354,808,315 pounds, valued at \$123,817,966.

"There were over 75,000,000 pounds of finished products manufactured during the year, valued at \$83,095,404. In 1918 our export trade grew rapidly, the total exports of dyes, including natural dyes for the fiscal years, amounting to \$16,921,388. In June, 1919, aniline dyes valued at \$743,476 were cleared for export from New York.

"Nearly 300 different dyes were made in 1918, many of which were missing in 1917. American manufacturers have specialized in azo, induline and sulphur dyes. The latter dyes, which possess a high degree of fastness and are relatively cheap, are used extensively on cotton. Great progress is being made by American concerns in the production of the fast dyes made by the Germans before the war. At least three plants are manufacturing indigo in quantity, and we are promised other vat dyes in quantity in the near future."

INDUSTRIES OF NIAGARA FALLS

The first modern development in the Niagara Falls district was started October 24, 1890, and the first power installation amounted to 100,000 horse power. Through years of development and construction this power has increased until at present it is equal to 225,000 horse power on the American side and 380,000 on the Canadian. There is under construction at the present time 420,000 horse power, which will give a grand total of 1,025,000 developed or under construction. The estimated possible power development without impairing the natural beauty is 2,500,000 horse power, which is equivalent to over 16,000,000 tons of coal per annum.

Among the important chemical manufacturers in the Niagara Falls district are the following: Hooker Electrochemical Company, manufacturers of muriatic acid, caustic soda, bleaching powder, monochlorbenzol and dichlorbenzol; Niagara Alkali Company, manufacturers of muriatic acid, caustic potash, caustic soda, bleaching powder, monochlorbenzol and dichlorbenzol; Mathieson Alkali Works, Inc., manufacturers of caustic soda, bleaching powder and dichlorbenzol; National Electrolytic Company; Niagara Electro Chemical Company, American Cyanamid Company; National Electrolytic Company; Union Carbide Company; Niagara Smelting Corporation, and the Isco Chemical Co., Inc.

WAR PRICES OF NATURAL DYES

The natural dyes and tanning materials were seriously affected by the war, says P. W. Carleton, in a pamphlet on "Prices of Natural Dyestuffs and Tanning Chemicals," issued by the War Industries Board. The writer takes up the raw materials first—Divi divi, fustic sticks, gambier, hemlock bark, logwood sticks, oak bark, quercitron bark and sumac. The manufactured materials are treated under the headings: Chestnut extract, dextrine (domestic potato), fustic extract, hemlock bark extract, indigo (Bengal), logwood extract, quebracho extract, quercitron extract, sodium bichromate, and Turkey red oil.

The following table shows the imports for consumption for the calendar years of logwood and fustic:

Calendar years	Logwood		Fustic	
	Amount Tons	Value	Amount Tons	Value
1913	38,277	\$469,450	6,079	\$82,098
1914	40,862	522,434	6,507	98,870
1915	60,958	832,196	22,463	340,294
1916	186,816	6,097,576	7,262	159,403
1917	61,735	1,519,878	10,442	289,756
1918 (3 quarters)	29,841	668,141	11,800	278,387

The Tariff Commission has published data showing that from 1913 to 1916 the use of logwood by representative firms in the textile trades had increased as follows: Cotton, 367 per cent; silk, 447 per cent; and wool, 528 per cent; while the average price paid for logwood had increased about 320 per cent.

The prices for imported raw materials show a larger average increase than the prices for domestic materials due largely to shipping conditions.

Of the manufactured products the tanning extracts, chestnut, hemlock bark, oak bark, and quebracho show the smallest rise in price. The highest average price was for logwood extract.

COST OF NEW NITRATE PROCESS

On June 9 last the President of Chile witnessed experiments by Dr. Eduardo Charne, Senator from Colchagua, verifying his discovery in cheapening the production of nitrate. The process consists of a chemical reagent which precipitates the nitrate without the use of heat, a discovery which it is said will not only revolutionize the production of Chilean nitrate but will also reduce its cost by more than 50 per cent, and, at the same time, may render unprofitable the manufacture of artificial nitrate.

According to information furnished by Dr. Charne, the cost of producing a quintal of practically pure nitrate by means of his reagent will be reduced to such an extent as to make it even lower than any of the component parts of synthetic nitrate. He estimates that with the new process the production of 100 kilos of nitrate will cost 65 centavos of Chilean currency (about 13 cents U. S.), not including the cost of the extraction of the caliche or raw product and other expenses incurred up to the time of shipment. The cost of manufacture by the new process will be 80 per cent lower than that by the old method, and bearing in mind other expenses which can not be eliminated, the net reduction in cost will be in excess of 50 per cent.

Dr. Charne showed by experiments made in the presence of the Executive and of a number of experts that the purity of the nitrate obtained by his method was greater than 99 per cent, or the highest grade secured up to the present time in the manufacture of nitrate, since the richness of nitrate made by the old methods is seldom more than 65 per cent.

A shipment of 51,000 pounds of powdered aluminum has arrived from abroad, being the first of a series of such shipments. Sutro Bros. & Co. acted as bankers in the transaction.

WAR PRICES OF PHARMACEUTICALS

Twenty-seven Commodities Cited by Investigators for War Industries Board to Illustrate Fluctuations in the Drug Market—Domestic Production and Imports Given

W. Lee Lewis and F. W. Cassebeer have compiled for the War Industries Board a pamphlet on "Prices of Drugs and Pharmaceuticals," which contains valuable figures on domestic production of individual commodities in most common use, and the imports. In one table are included alcohol, chloroform, Epsom salt, ether (not including the amount used in the explosive industry), formalin, glycerin and sodium bicarbonate arranged according to their pharmaceutical importance, as follows:

Commodity	1917 production	Per cent of total production used in medicinals.
Alcohol (non-beverage) .....gallons	180,000,000	55
Chloroform .....do	1,800,000	25
Epsom salt .....pounds	12,100,000	35
Ether .....do	2,500,000	
Formalin .....do	16,600,000	25
Glycerin .....pounds, C.P.	70,000,000	6
Sodium bicarbonate.....pounds	348,000,000	3

In the list of pharmaceuticals are 27 commodities, arranged alphabetically from acetanilid to thymol, in the following table:

Commodity	Domestic Production 1917	Imports	Commodity weight
Acetanilid .....pounds	923,078	.....	923,000
Acetphenetidin .....do	72,385	3,280	75,700
Aloes .....do	.....	850,217	850,000
Antipyrine .....dc	.....	21,824	21,800
Aspirin (Bayer) .....do	.....	.....	.....
Belladonna, crude.....pounds	65,000	33,000	98,000
Bismuth subnitrate .....do	400,000	.....	400,000
Calomel .....do	300,000	.....	300,000
Camphor gum, ref. ....do	182,000	3,564,024	3,750,000
Castor oil No. 1 or AA.....do	.....	.....	3,000,000
Citric acid .....do	4,032,897	164,276	1,680,000
Cocaine hydrochloride .....ounces	53,904	7,489	61,400
Cream of tartar, ref. ....pounds	12,046,120	96,134	121,000
Digitalis .....do	10,000	12,000	22,000
Iodine .....do	.....	707,250	707,000
Lanolin .....do	300,000	3,668	258,000
Licorice root .....do	.....	59,398,644	3,000,000
Menthol .....do	.....	204,431	204,000
Morphine sulphate .....ounces	.....	.....	513,000
Nux vomica .....pounds	.....	3,040,283	3,040,000
Opium .....do	.....	113,733	114,000
Quinine sulphate.....ounces	5,565,000	720,747	5,290,000
Salol .....do	.....	.....	.....
Sodium bromide .....pounds	.....	720,090	720,000
Strychnine sulphate .....ounces	391,360	36,916	428,000
Tartaric acid .....pounds	.....	.....	3,200,000
Thymol .....do	5,636	4,937	10,600

The commodities are taken up one by one and explanations offered for the price fluctuations, which were due mainly to war conditions, including lack of shipping facilities, scarcity of labor and extraordinary demands for products necessary in war work.

Acetphenetidin did not advance appreciably the last months of 1914 because of the large stocks on hand which were "cashed in" and thus caused prices to move slowly. Selling at 84 cents a pound prior to the war, acetphenetidin rose in 1916 to \$42 a pound. The appearance of the American-made article on the market rapidly brought prices down to near normal. The purchases by the War Department from April, 1917, to the signing of the armistice amounted to 7,125 pounds. The fact that no other commodity included in this entire study sold during the war period at a price fifty times its pre-war price gives acetphenetidin special interest.

Antipyrine sold at \$2.35 a pound during 1913 and the first half of 1913 and the first half of 1914. During the first quarter of 1916 it sold as high as \$60 per pound. This coal-tar derivative came from Germany prior to the war, and the high prices represent an acute condition only relieved by the entry of Swiss, French and Japanese products.

Synthetic camphor, formerly manufactured in the United States and Germany, has been discontinued recently on account of the cost of turpentine. It is estimated that 85 per cent of the camphor entering the United States trade is used in the celluloid industries. In the Japanese Year Book for 1910, page 332, appears an estimate of the uses of the total world output of camphor as follows: Celluloid industries, 70 per cent; medicines, 16 per cent; Indian incense, 10 per cent; gunpowder, 2 per cent. In view of the fact that camphor is not used for Indian incense or gunpowder in the United States, the above estimate for the amount of the American production used industrially is reasonably correct.

Iodine was formerly obtained from Scotland and France, but at present by far the greater part of the world supply of iodine comes from Chile, where it is a by-product of the Chilean saltpeter industry. Japan ranks second in production. More recently an undetermined but small supply has been made on the Pacific Coast as a by-product in the kelp industry. Twenty-five thousand pounds is perhaps a fair estimate of the total 1917 domestic production. The price of resublimed iodine, which was \$2.60 per pound early in 1912, increased gradually until it reached \$4.25 per pound in 1915, since which time there has been very little change in price. Crude iodine, selling at \$2 in 1912, rose to \$2.50 per pound in 1917. The prices of iodine compounds have shown a corresponding change. It has been roughly estimated that 75 per cent of the crude iodine goes into potassium iodide, 7.5 per cent into sodium iodide, 7.5 per cent into resublimed iodine and about 10 per cent into all other compounds. The Medical Department of the Army purchased 280,000 pounds of medicinal iodine between America's entry into the war and the signing of the armistice.

Opium averaged \$6 per pound on the New York market during 1913. It was selling at \$6.85 just before the outbreak of the European war and immediately jumped to \$9.75. The highest price—\$30 per pound—was reached in the last quarter of 1917.

The maximum quinine manufacturing capacity of the United States is 5,250,000 ounces per annum, and the normal consumption of quinine in the United States is 6,500,000 to 7,000,000 ounces per annum. Before the war about one-half the quinine consumed was imported. A sharp advance in the price of quinine in 1913 was a result of a price-fixing agreement between the Java bark growers and the European salt makers. In 1915 the highest prices since the Civil War were reached in consequence of curtailment of shipments from Java to Europe, curtailment of allotments to the United States on the part of the Java Growers' Association, and an increase in the demand abroad and at home. It is stated that the United States call for quinine in 1917 exceeded the total amount in the world.

Paul Wenger, president of the Paul Wenger Co., is suing the Harper, Marshall, Thompson Co., Inc., for failure to deliver 300 cases of Japanese refined camphor, and Francis A. Cundill is suing the Paul Wenger Co. for non-delivery of the camphor to him. Mr. Wenger is suing for \$36,000 damages, alleging that the Harper, Marshall, Thompson Co. agreed to sell the camphor at \$1.80 per pound. Cundill sues for \$52,000, claiming that the Paul Wenger Co. was to deliver the camphor for \$1.90 per pound.

The Best Clymer Manufacturing Co. has purchased the properties of the Corn Products Refining Co. at Granite City, Ill., for \$6,750,000.

Books of Trade Interest

LATIN-AMERICAN YEAR BOOK. 544 pages, cloth, New York, Criterion Newspaper Syndicate.

A reference book which aims to furnish data of value to the prospective investor and the American exporter, it contains in condensed form facts and figures about Mexico, Cuba, Central and South America, American investments there, American Trade and opportunities for American enterprise. The conditions in Latin-America in reference to population and development are much like those in the United States about fifty years ago. The increase in the percentage of Latin-American imports during the last decade indicates that Latin-American trade is of growing importance.

Latin-American countries are heavy consumers of manufactured goods. The purchasing power of these countries, as measured by the imports per capita, is \$10.72, of which the United States furnished before the war 39.9 per cent and at the present time 66.1 per cent. Latin-America offers an excellent field for American investment notwithstanding the unsettled condition of certain countries. It is necessary to make a careful investigation of the nature of the business and the economic, financial and even political conditions in which the investment is intended to be made. Credit is in its infancy. Latin-American customers are very critical and resent very much any variation which gives less than promised. Among other subjects treated are the coffee situation in Brazil, the economic troubles in Argentina, the changes in the nitrate production in Chile and the financial reorganization of Nicaragua.

RUSSIA, HER ECONOMIC PAST AND FUTURE. By Dr. Joseph M. Goldstein, professor of political economy at the Moscow Institute of Commerce and Industry of Moscow. 4to., 103 pages. New York. Published by the Russian Information Bureau in the U. S.

Russia is a country of immense natural resources, and the prospect of peace has, to a certain degree, revived interest in that country and in the Russian market among business men. This interest is still insufficient considering the importance of the possible American-Russian trade and financial co-operation, which, if properly developed, may prove of great benefit to both countries. To awaken this interest in his country among the people of the United States is the purpose of Dr. Goldstein, and in sketching the facts of the economic past of Russia, and the great possibilities in her economic future, as he has done in this book, he presents an array of information and figures which are illuminating and conclusive.

The topics discussed relate to the cultivation of grain-foodstuffs and Russia's role in the world market, foreign trade and merchant marine, ports, railroads, mineral resources, banks and Russia's needs. The author estimates that the expenditures which will be required for the next ten years will aggregate \$56,450,000,000, about half of which, it is hoped, will be produced by Russia herself. The remainder should be furnished by the Allies, and among them, in the first rank, the United States and Great Britain. With the assistance of these great democracies, "the Russian people, accustomed to servile submission and indolence, will soon develop themselves the qualities of the Anglo-Saxon race—love for consistent work, initiative, and the energy to attain to self-set ideals, love of personal freedom, and love for their own great country." The introduction to the volume is from the pen of A. J. Sack, director of the Russian Bureau in the United States.

SPEAKERS AT THE EXPOSITION

During the closing days of the National Exposition of Chemical Industries, Chicago, Ellwood Hendrick, president of the Chemists' Club, New York, spoke on the importance of the chemical laboratory, saying in part:

"The American Chemical Society and the vast majority of the chemists of the United States ask the maintenance of the Chemical Warfare Service as a separate branch of the army, and that it be not merged and therefore lost in the army engineering corps. The army engineers are busy in peace times with rivers, harbors and similar work, and as a consequence the least competent officers will be given charge of the chemical service.

"We must learn defense by learning the principles of offense. Chemical research is needed for this, and it is more important than drilling, for we cannot be caught unprepared and therefore at the mercy of any unscrupulous foe which may disregard international conventions and attack us with the highly modern and scientific methods of gas warfare."

E. W. Washburn, secretary of the American Delegation to the International Union of Pure and Applied Chemistry, which met in Paris during the spring, said that every successful research result endorsed by the union would be exchanged between the nations of the world, and that through this progress the production of world labor would be increased and living costs reduced. The union will result in co-ordination rather than in duplication of efforts, the speaker said.

Several members of the Swiss delegation of manufacturers from Basle, Switzerland, attended the exposition and made a study of the chemical and dye stuff exhibits. They acknowledged that they found many improvements on German and Swiss methods of manufacture, especially in machinery.

WARNS OF COMPETITION ABROAD

(Special to Drug and Chemical Markets)

Washington, D. C., Sept. 30.—America's future export business depends to a great extent upon the happenings of the next six months, according to Philip B. Kennedy, Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce. In an article in a recent issue of "Commerce Reports," Mr. Kennedy gives an outline of conditions in foreign trade during the last year and details briefly what lays before us.

"The events of the next half-year cannot fail to be of the greatest significance to the future of American export trade," Mr. Kennedy declared.

"The present abnormal demand for American goods, due to underproduction abroad, may conceivably tend to increase American costs. When trade is brisk at good prices the same attention is not always given to economies of production as when it takes close figuring to secure a profit. There may be a rebound in European countries when production gains momentum. England, France, Belgium and Germany have shown in the past that they could often manufacture cheaper than we could in the United States. In all these countries vigorous effort will be made. They have been hard-pressed and have every incentive to recoup. It is none too soon to study carefully the mounting costs which not only inflict us at home with the high cost of living but which may also sooner than we expect limit our opportunities abroad. Foreign trade is no Eldorado. Our foreign trade will in the long run succeed in proportion as we can produce skillfully and cheaply."

Financial Notes

The West Indian Sugar Finance Corporation declared a dividend of 5 per cent on the common stock. This brings the total paid upon the common for the fiscal year ending September 30, 1919, up to 7 per cent. The company placed the common upon a regular 7 per cent dividend payable quarterly. The 5 per cent dividend is payable September 30 to holders of record September 25.

Earnings of the Aetna Explosives Co., Inc., according to officials of the corporation, are now running at the rate of \$1,200,000 a year, which revenue is derived wholly from its explosive end of the business. The management now has under consideration plans calling for the change of the name of the company, because its future activities will be different from what the present name implies.

The New Jersey Zinc Co. has declared a quarterly dividend of 4 per cent payable Nov. 10 on stock of record Oct. 31.

The Pennsylvania Salt Mfg. Co. has announced a quarterly dividend of 2½ per cent payable Oct. 15 to stockholders of record Sept. 30.

A quarterly dividend of 1½ per cent has been declared on United Drug Co., 2nd preferred, payable Dec. 1 on stock of record Nov. 15.

Virginia-Carolina Chemical Co. has declared quarterly dividends of one per cent on common stock, and 2 per cent on preferred. The dividend on the common is payable Nov. 1 on stock of record Oct. 15, and on the preferred Nov. 1 on stock of record Oct. 16.

QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Aetna Expl.	11	11½	Grasselli, pf.	100	103
Air Reduction	57½	58½	Hercules Powder ..	210	220
*Am. Ag. Ch.	95	96	Hercules, Powd., pf.	107	110
*Am. Ag. Ch., pf. ..	93½	97	H'k Electro.	65	..
*Am. Chem. Prod. ..	1	1½	H'k Elec., pf.	65	75
*Am. Chicle.	90	95	Heyden Chem.	8½	9
*Am. Chicle, pf.	80	85	*Int. Agricul.	25	26
*Am. Cot. Oil.	56	58	*Int. Agricul., pf. ..	80½	81½
*Am. Cot. Oil, pf. ..	91	93	*Int. Nickel.	25½	25¾
*Am. Cyan.	35	40	*Int. Nickel, pf.	91	93½
*Am. Cyan., pf.	60	65	*Int. Salt.	59	60
*Am. Druggists, S. ..	11	11½	K. Solvay.	100	120
*Amer. Glue.	40	45	*Mathieson Alk. ...	31	34
*Amer. Glue, pf.	65	70	Merrimac.	90½	93½
*Am. Linseed.	80	80½	Mulford Co.	55	60
*Am. Linseed, pf. ..	95	96	Mutual Co.	150	..
*Am. Malt.	52	53	*Nat. A. & C.	50½	51½
*Amer. Zinc.	23	24	*N't A. & C., pf. ..	89	89½
*Amer. Zinc, pf.	59	60	National Lead, pf. ..	81	82½
Atlas Powder.	137	143	National Lead, pf. ..	107	109
*Barrett Co., pf.	123	125½	N. J. Zinc.	240	245
*Barrett Co., pf.	113	114	Niag. A., pf.	96	100
British Am. Chem. ..	9	9½	Parke, Davis & Co.	115½	116
Butterworth-Jud. ...	33	35	Penn. Salt.	81	83
By. Prod. Co.	117	121	Procter & Gamble. .	676	695
Carborundum.	135	135½	Rollin Ch.	50	60
Carborundum, pf.	115½	116	Rol. Ch. pf.	80	90
Casein Co.	40	45	Royal Baking Po.	142	150
Celluloid Co.	135	145	Royal Bak. Po., pf. .	96½	98
Celluloid, pf.	87	88	Semet S.	175	185
Corn Products.	67½	68	Sherwin-Williams. .	520	540
Corn Products, pf. ..	106½	108	Solv. Proc.	200	275
Cu-Mor Chem.	1	1	Stand. Ch.	80	100
Davison Chem.	32	32½	*Tenn. C. & Chem. .	12½	13
*Distillers' Secur. .	65	65½	Tex. Gulf, Sul.	15½	15½
Dow Chem.	175	200	Union Carbide.	80	81
Dow Ch., pf.	103	103	Union Sulphur. ....	..	..
Du Pont.	313	318	*Un. Drug.	149	150
Du Pont, deb., pf. ..	90	92	*Un. Drug 1st pf. ..	51	52
Du Pont, C., pf.	9	11	*Un. Drug 2nd pf. .	148	154
Fed. Chem.	85	95	*Un. Dyewood.	50	61
Fed. Ch., pf.	95	100	*Un. Dyewood, pf. .	90	96
Freeport, Tex. Sul. .	44½	46	U. S. Gypsum. ....	..	..
Freeport, Tex. Sul., pf.	91	93	*U. S. Indus. Alco. .	132½	133½
*Gen. Chem.	182	182	U. S. Indus. Al., pf.	103	105
*Gen. Chem., pf.	100	105	Va.-Car. Chem.	79	80
Grasselli.	170	170	*Va.-Car. Ch., pf. .	114½	116

BONDS

	Bid	Asked
*Am. Agricul. Chem., 1st conv. 5s, 1928.	97	99
*Am. Agricul. Chem., conv. deb. 5s, 1924.	101½	102
*Am. Cotton Oil deb. 5s, 1931.	88	89
*Int. Agricul. Corp., 1st Mort. & Col. tr. 5s, 1932.	82	83
*Va. Carolina Chem., 1st Mort. 5s, 1923.	95	96
*Va. Carolina Chem., conv. deb. 6s, 1924.	97	99

*Listed on New York Stock Exchange

The United States Industrial Alcohol Co. has called a meeting of stockholders for Oct. 7 to consider a resolution to increase the common stock, and the sale of the stock at less than par. The capital stock would thereby be increased from \$12,000,000 to \$24,000,000.

New Incorporations

C. E. Farrington Co., Dover, Del., capital \$100,000. Chemical engineers. J. M. Frere, Wilmington, Del.; M. J. Noble, C. J. Fera, Newark, N. J.

General Alcohol Export Corporation, Manhattan, capital \$100,000. E. W. Wilson, F. M. Harrison, J. Kessler, 27 William street, New York.

The Equity Oil Corporation, Manhattan, capital \$50,000. Soaps and petroleum products. V. J. Williams, C. W. Hastings, H. V. Callahan, 521 Fifty-fourth st., Brooklyn.

Neuschaefer's Pharmacy, Inc., Brooklyn, N. Y., capital \$10,000. H. Lezwig, G. E. Neuschaefer, L. E. Eason, 233 Broadway, New York.

Science Toilet Articles Co., Manhattan, capital \$10,000. Chemists and druggists. I. B. Canfield, J. J. Alexander, T. W. Burke, 240 Riverside Drive, New York.

Ferraline Distributing Co., Macon, Ga., capital \$200,000. Proprietary medicines. H. N. Beard, A. M. Hobson, Marengo County, Alabama; S. K. Simon, Dougherty County, Georgia.

Perfex Products Co., Newark, N. J., capital \$100,000. J. Harry Henegan, 810 Broad st., Newark.

Rose-Sartorius Drug Co., Vicksburg, Miss., capital \$100,000. Proprietary medicines. Eugene S. and Julian S. Rose and Will Sartorius, Vicksburg.

Centennial Chemical Corporation, Dover, Del., capital \$100,000. H. E. Jones, Mallie Phillips, M. B. F. Hawkins, Wilmington, Del.

Utica Insecticide Co., Utica, N. Y., capital \$25,000. H. N. Gardner, A. F. Stacks, G. I. Koehnlein, Utica.

Aztec Herb Medicine Co., Manhattan, capital \$100,000. H. Dougherty, E. Ferrata, J. S. Bernstein, 233 Broadway, New York. Borelli Dyeing Co., Brooklyn, capital \$10,000. J. Borelli, R. S. Hitch, F. Ruby, 1586 East 18th st., Brooklyn, N. Y.

W. Benkert & Co., Manhattan, capital not stated. Export and import of crude drugs. W. Benkert, H. J. Montansano, W. A. Marden, 484 East 17th st., Brooklyn.

Pelatin Soap Works, Inc., Newburg, N. Y., capital 22,500 shares preferred stock \$10 each; 2,500 shares common stock no par value; active capital \$250,000. L. H. and F. H. Leitheiser, C. F. White, 1753 West Tenth st., Brooklyn.

Allied Chemical Co., Dover, Del., capital \$3,000,000. M. M. Lucey, B. M. Barret, M. Butler, Wilmington, Del.

TIN PRICES IN LONDON AND NEW YORK

London prices of tin advanced last week, according to a cable received at the Metal Exchange. The levels announced from overseas were as follows: Standard, spot, £277 10s, up 10s, with sales of 40 tons. Futures, £275 15s, a gain of £1 5s, with sales of 400 tons, and Straits, spot, £278, a gain of £1 per ton. Eastern c. i. f. London was quoted at £276 10s a loss of £3 per ton and the sales were 50 tons.

In the local market there is a fair demand for all positions. The prices quoted are as follows: Straits, spot, 55c; afloat from England, 54½c; September shipment, 54½c, and October shipment, 54½c. Afloat from Straits, 54½c; September shipment, 53¾c; October, 53¾c, and November, 53¾c per pound. In connection with this market, it was reported that the position of the steel strike was so favorable that without doubt the large tinplate interests, which have been holding back in their ordering, will soon be in the market again. On the Metal Exchange the following levels were noted: Straits, spot, 547-8c and spot, 99 per cent, 54½c per pound.

At the Dutch tin auctions, four hundred slabs of Banca tin were sold at Amsterdam on Thursday. The price paid was 162½ florins per fifty kilos.

J. C. Clancy, chemist at the Mathieson Alkali Works, Niagara Falls, N. Y., is producing 100 pounds of ammonia daily by a new process which he discovered recently. The air is stripped of nitrogen, which is mixed with hydrogen stored in cells, and the ammonia is produced therefrom. It is expected that ten tons will be made daily in a short time.

Dr. Leo H. Baekeland contributed an article on the diplomatic situation between Holland and Belgium to the "New York Times" of Sunday, Sept. 28.

The Drug and Chemical Market

Current Spot Quotations of Pharmaceuticals, Page 32; Crude Drugs, Pages, 34-36; Essential Oils, Page 38.

GREATER ACTIVITY IN DRUGS

Manufacturers of Morphine and Codeine Reduce Prices—Salicylic Acid and the Salicylates Advanced—Quinine Firm and Higher—Many Botanicals In Good Demand

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Acetanilid, 3c lb.	Haarlem Oil, Dom., 75c gross
Acid Salicylic, 5c lb.	Henna Leaves, 5c lb.
Aconite Root, 5c lb.	Ipecac Root, 10c lb.
Camphor, Monobrom., 25c lb.	Lycopodium, 5c lb.
Cinnamon, 3c lb.	*Quinine, 10c oz.
Cinnamon, 3c lb.	Saffron, Amer., 2c lb.
Eucalyptol, 10c lb.	Silver Nitrate, 2c oz.
Elm Bark, Select, 12c lb.	Sodium Salicylate, 5c lb.

Declined

Acid Citric, 2c lb.	Codeine Alkaloid, 50c oz.
Second Hands, 7c lb.	Nitrate, 50c oz.
Acid Tartaric, 5c lb.	Sulphate, 40c oz.
Antipyrine, 50c lb.	Morphine Sulphate, \$1 oz.
Caraway Seed, Afr., 3/4c lb.	Diacetyl Hydchl., \$1.25 oz.
Dutch, 3/4c lb.	Ethyl Hydchl., \$1.50 oz.
Colchicum Seed, 10c lb.	Apomorphine Hydchl., \$3 oz.
Cumin Seed, 1c lb.	Henbane, Dom., 10c lb.
Poppy Seed, Ind. Blue, 2c lb.	
Yerba Santa, 2c lb.	

*Second Hands

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acid Salicylic	\$5.50	\$4.45	\$4.40	\$7.75
Calomel	1.76	1.76	1.76	2.00
Camphor, Jap., ref.	3.30	3.30	2.85	1.75
Glycerin .....	.20	.20	.20 1/4	.60
Menthol	8.75	8.75	7.75	5.75
Opium, Gum	7.50	7.50	7.50	21.50
*Quinine Sulphate .....	.80	.80	.80	.90
Cantharides, Russ.	3.50	3.50	3.25	4.00
Ergot, Spanish	4.00	4.00	3.75	1.75
Buchu, Short	2.10	2.10	2.00	2.40
Ipecac, Cartagena	2.85	2.75	2.70	4.25
Rhubarb, H. D.	1.75	1.75	1.85	.65
Cloves, Zanzibar .....	.41	.41	.38	.47

*No goods available at this price

There have been many important price changes in the chemical and drug groups during the week, confined principally to the pharmaceutical chemicals. The volume of business has been exceptionally good in all directions, sellers being more or less elated at the rate in which consumers are taking up supplies. With the exception of a few specialties, there has been very little speculative buying, most goods reported as going directly into the hands of users who are beginning to come into the market more freely after a long period of conservatism which has netted them nothing.

Perhaps the most noteworthy price revisions were among the narcotics. The long-looked-for decline in morphine and codeine was made by manufacturers. Citric acid has also moved lower in both first and second hands. Antipyrine continues its downward course. Salicylic acid and the salicylates have been advanced again. Acetanilid keeps moving upward steadily. Quinine is in a very firm position and higher, speculative interest being active. Silver nitrate, Haarlem oil, monobromated camphor and lycopodium have advanced.

Among the botanicals, select elm bark, aconite root and ipecac have led the advance. Caraway seed, cumin seed and poppy seed are slightly lower. Henbane and yerba santa have eased off. There has been active buying of drugs during the week.

Acetanilid—The price of acetanilid keeps moving up in the face of the scarcity and high price of aniline oil and a heavy demand from the trade for the finished product. Quotations for 200-pound barrels are now being made at 46c a pound by manufacturers.

Acid, Citric—The continued easy condition of the imported acid, resulting from the sharp falling off in demand, has been reflected in the price which American makers are quoting. Producers here are just keeping under the second hand figure in its descent, naming 93c a pound for crystals and 94c for powder. Second hands are reported selling as low as 95c@96c a pound on the spot.

Acid, Salicylic—Domestic manufacturers have again advanced their quotations for salicylic acid and the salicylates on the firm position of phenol, coupled with a strong demand for their product. The last advance has moved the price for bulk U.S.P. acid up to 50c a pound inside. For the salts, corresponding changes have been made. Sodium salicylate is now quoted at 55c@60c, the potassium salt at \$1.55@\$1.60 and methyl salicylate at 60c a pound.

Antipyrine—This product continues in a very soft position with selling competition cutting the heart out of the market. Down to \$6.00 a pound can be done easily and probably shaded for a good quantity of business. From this point up to \$6.50 is named by others.

Camphor—The strong position of the gum is unchanged. Prices are steady and firm at \$3.30 a pound for both the American and Japanese refined. Stocks are limited, especially in the form of tablets. In keeping with the high cost of the raw material monobromated camphor has been advanced to \$4.50 a pound by makers.

Codeine—Along with morphine, this alkaloid has been reduced by makers on the continued easy position of opium and the large stocks which are accumulating in this market. The decline is not unexpected and has been looked for during the past two months, or so. For the alkaloid, \$10.65 is ruling. The sulphate is quoted at \$8.50 and phosphate at \$8.00 per ounce, all figures named for 10-ounce lots.

Haarlem Oil—Domestic haarlem oil has been advanced by makers from \$3.75 to \$4.50 per gross. The imported oil is quoted unchanged at \$6.00 a gross.

Lycopodium—The powder is scarce and in active demand. The price has been advanced again by holders. Quotations for spot stuff are being made at \$1.75 @\$1.80 a pound. A day or so ago, \$1.70 was done, but it seems impossible to get the goods at this figure now. Arrivals this week amounted to 30 cases.

Menthol—The menthol situation has remained more or less stationary during the week. In a small way, \$8.75 a pound is still being done, but it is reported that for any quantity of goods, holders are very firm in their ideas and will not let the product leave their hands for anything less than \$9.00. The same idea, that the market here is in for a long siege of \$10.00 and higher menthol, seems to prevail. Many holders are remaining out of the market at present, maintaining that they still have plenty of time to get in when the price is well above its current level.

Morphine—A sharp decline in morphine and its de-

rivatives, as has been looked for in the trade for some time, has been made by domestic makers. Importations of opium have been very heavy of late, and large stocks in warehouses here have softened the market considerably. For morphine sulphate, in 25-ounce lots, the new price is \$8.80 per ounce, bulk, with the usual advances for small containers. Morphine diacetyl hydrochloride is down to \$11.85 per ounce in 10-ounce lots. The diacetyl alkaloid is quoted at \$13.10. Ethyl hydrochloride (dionin) is named at \$13.45 and apomorphine hydrochloride at \$26.80 per ounce.

Opium—Quiet and easy without change at \$7.00 for large lots in cases. Up to \$8.00 is asked for smaller quantities. The powdered and granulated are quiet at \$9.25 a pound. This week 100 cases of gum came in from Smyrna.

Quinine—The same tight condition is ruling. Stocks are cleaned out, and such small business as is passing in second hands is bringing \$1.35@1.40 and in some cases up to \$1.50 per ounce. Manufacturers are delivering as little quinine as possible at the 80c price, being unable to obtain anything like sufficient bark. Tales of offerings of hundreds of thousands of ounces here and there in the trade usually are all "sold out" when a real buyer arrives. The outlook is very dubious, and speculative interests are buying, where the goods are to be had, even at present prices, basing their hopes on the future.

Crude Drugs

Aconite Root—This item is in very limited supply on the spot, and the price for such goods as can be bought is higher at 55c@65c a pound.

Balm Gilead Buds—They continue very scarce with prices firm and unchanged at \$3.50@3.75 a pound.

Cinchona Bark—All grades of the bark are in very light supply, and prices are moving upward. Red quills are bringing in the neighborhood of 85c a pound while the broken are selling for 55c@60c.

Caraway Seed—The seed is in very heavy supply on the spot, and shipments continue to arrive. This week 1,623 bags have come in from Rotterdam. For the Dutch, 15c@15½c a pound is named and for the African 16½c@17c.

Elm Bark—A sharply higher price is noted for the select bark at 40c@42c a pound. Grinding is very firm and in small supply at 21c@25c.

Henna Leaves—Sixty bales arrived last week and are being disposed of by the consignee at a slightly higher price than was formerly ruling, 65c@68c a pound.

Ipecac Root—Both Rio and Cartagena root are firmer. Inroads have been made into stocks by consumer demands. On the spot, \$2.80@3.00 a pound is named for both whole roots and \$3.25 for powdered.

POINTS FOR WHOLESALE DRUGGISTS

In discussing the topics to come before the National Wholesale Druggists Association at the New Orleans Convention during the week of November 3, "The Pelican," which speaks for the local committee, says: "The legislative year has been so important that the interests of every member, both active and associate, is directly affected. No one can afford to miss the comprehensive report of the Committee on Legislation, and all should be prepared to participate in the discussion of that report."

"The report of the Committee on Fire Insurance is of equal importance and will present data which will carry suggestions and recommendations of unusual value and interest. The committee will make many important recommendations and no one can afford to miss the session at which this report will be read and discussed."

CONTROL OF QUININE

The semi-official announcement which we made last week that the Government control of quinine was to be removed forthwith, says the "London Chemist and Druggist," has once again concentrated keen interest in this alkaloid. At the time of closing for press the notice had not been published in the "London Gazette," but it may be assumed that this is due to not unusual departmental delay.

It will be remembered that, according to the Quinine (Dealings) Order, November 7, 1918, the basis price for 10,000 ounces and upwards was fixed at 2s 11d per ounce, but it has now been practically decided that the makers' price for this quantity is to be 3s 5d, less the usual discount—a rise of 6d. As was pointed out last week, the Government control price during the war was not representative of the actual economic conditions affecting the drug. In other words, the Dutch makers maintain that their expenses have increased considerably, and that the 6d is to meet the extra cost of labor, fuel, etc., and not in order to increase their profits. At the same time, the huge dividends paid by the Dutch and Java quinine factories have indicated unusual prosperity for some years past, although it must be admitted that the combined capital is comparatively small.

Since the announcement last week there have been many inquiries for quinine in Mincing Lane, but the actual amount of business done must be very limited indeed, as the stock is not available. Sellers also hold back, preferring to wait the Government notice, on the publication of which the market will probably adjust itself to about 3s 6d to 3s 9d per ounce. It may be pointed out that pending decontrol it is still illegal to sell or buy quinine in quantities exceeding 1,000 ounces.

During the war it must be said that those who handled the quinine situation on behalf of the Government had a very difficult and delicate task; but it may be recorded that there is little, if any, dissatisfaction among the legitimate distributors, who when the machinery was in operation, were able to obtain their quinine requirements with the minimum of delay.

It is no secret that there is a shortage of quinine throughout the world, and, as speculators are looking forward to resuming operations, the danger of inflated prices may again have to be faced. Until the surplus stocks held by the Government are disposed of, the position is likely to remain more or less unsettled.

MARKET FOR SEEDS AND SPICES

John Clarke & Co. say this week concerning seeds and spices: "The market is more active in most grades; there has been wide pressure to close out fairly extensive lines of many sorts, and a buying movement for actual trade needs which has absorbed most offerings and left supplies, noticeably in black and white peppers, in first hands, very noticeably reduced. There are likely to be further needs for distribution on a fairly large scale, both domestic and export in origin, during the next six or eight weeks; and speaking broadly, and of course with some exceptions, there does not appear to be visible replenishment of adequate volume now afloat to meet the situation."

"Certainly spot and nearby supplies are not of sufficient volume to meet with any measurable adequacy any such export needs as are now plainly quite possible in this market. This is perhaps the foremost feature of the near future; it attracts the interested attention of American users and tends to stimulate purchases of spot stuff and that afloat for nearer arrivals."

The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Page 38.

UPWARD TREND IN ESSENTIAL OILS

Producers of Peppermint Oil Holding Prices at High Levels—Oil of Cassia Advances—Artificial Sassafras Scarce and Higher—Prices Firm

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Citral, 25c lb.	Oil Lavender Flowers, \$1 lb.
Eucalyptol, 10c lb.	Oil Sassafras, Artif., 5c lb.
Oil Cassia, 5c lb.	Oil Spearmint, 25c lb.
Oil Cedar Leaf, 10c lb.	Oil Wormseed, 25c lb.
Oil Eucalyptus, 5c lb.	Oil Wormwood, 25c lb.
Oil Juniper Berries, 25c lb.	Methyl Salicylate, 5c lb.
	Thymol, 25c lb.
Declined	
Oil Bergamot, 5c lb.	Oil Mustard, Artif., 25c lb.
Oil Cubebs, 25c lb.	Oil Caraway, 25c lb.
	Oil Spruce, 5c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	4.70	4.75	5.00	5.80
Oil Citronella, Ceylon	.47	.47	.46	.57
Oil Cloves	2.90	2.90	2.70	3.25
Oil Lavender Flowers	8.25	8.25	7.25	5.65
Oil Lemon	1.10	1.10	1.30	1.30
Oil Peppermint	7.75	7.75	6.50	5.30
Oil Sassafras, E. I.	11.00	11.00	10.75	13.55
Oil Sassafras, Artif.	.67	.62	.53	.41
Benzaldehyde, F. F. C.	2.00	2.00	1.50	5.40
Coumarin	7.00	7.00	7.00	33.00
Eucalyptol	1.20	1.10	1.10	1.40
Methyl Salicylate	.60	.55	.50	.90
Vanillin	.78	.78	.67	.38
Thymol	6.75	6.50	6.25	13.25
Menthhol	8.75	8.75	7.75	5.75

So far this week, the essential oil market has been quiet and steady with a continuation of the firm undertone which has characterized this group for some time past. A routine demand is reported as taking up a fair volume of products. Such prices as have changed during the week, and there have been very few such, are generally showing a tendency to move upward.

Prices for peppermint oil have not been altered since last week, and just what producers and holders anticipate doing in the future is difficult to say. There has evidently been no weakening in their intention to maintain prices at present levels, and they are undoubtedly going to hang on until their ideas as to consuming demand are vindicated or they are forced to come down in order to move the large stocks on hand. The fact that two-thirds of the crop is reported sold means nothing. This quantity has merely passed into other holders' hands and is still a factor in the market until it actually goes into consuming channels.

Further advance has been noted in oil of cassia during the week on the heavy consuming demand and reductions which are being made in spot stocks. Oil of cedar leaf has tightened up. Eucalyptus has become firmer. Artificial sassafras continues scarce and is higher. Methyl salicylate has advanced. Bergamot is slightly lower here, continuing easy. Lemon oil is quiet and dull. Citronella, lavender flowers, linaloe, lemongrass and spearmint are very firm.

Essential Oils

Oil Almond—Prices both bitter, artificial and sweet are firm and unchanged at the levels noted last week. For bitter oil \$9.25 is quoted with prices up to \$9.75 a pound being heard for the F.P.A. grade. Benzaldehyde ranges from \$1.50@2.50 a pound, according to quality and seller. Sweet oil of almond is very firm

with stocks small at \$1.00@1.10. Peach kernel is unchanged at 40c@45c a pound, as to quality and quantity.

Oil Anise—Stocks are small with prices holding firm but quiet at \$1.55@1.65 a pound.

Oil Bay—There is still a shortage of bay oil in this market. Prices are steady, and no change has been noted with quotations at \$3.75@4.00 a pound.

Oil Bergamot—Quotations in Sicily are reported lower, and a similar weakening movement has been noted in this market during the week. Prices have eased off slightly, and quotations are being made at \$4.70@4.75 a pound. Stocks are very plentiful, and importations continue to come in, 40 cases being noted last week. The artificial oil is without change at \$2.50 @3.50 a pound.

Oil Camphor—Good sized importations of the Japanese white oil were noted last week, and the price here may reflect the arrival. The price is steady at present levels, holders naming 22c@23c a pound. For the sassafrassy oil 12c@14c is ruling. Last week 2,060 cases of the Japanese oil reached this port.

Oil Cassia—Heavy demand for oil of cassia continues to make pronounced inroads into the stocks of the oil on the spot. Inquiries from consuming interests are reported to be very active. Holders of goods here have strengthened their ideas as to price, and quotations have advanced further. The technical oil is in very active demand, and quotations are being made at \$2.35@2.40 a pound. For the lead free, \$2.45 @2.50 is the price, while the re-distilled, U.S.P., oil is quoted at \$2.85@2.90 a pound.

Oil Cedar Leaf—There is little relief from the shortage of stocks both here and in the country. Holders of goods in this market are no longer offering at \$2.10 and have stiffened up their ideas, making \$2.25 a pound the inside figure. Demand is steady for such goods as are available. Cedar wood oil is unchanged and not in any too good a supply at 25c@26c a pound.

Oil Citronella—There is still an active demand with prices firm and unchanged at 46c@47c a pound for the Ceylon oil and 90c for Java oil.

Oil Caraway—Sharp declines which have been made in caraway seed during the past few weeks have been reflected in the price of the oil. The quotations on the oil in this market are lower at \$6.50@6.75 a pound. Supplies are a trifle easier and are coming in better volume.

Oil Cloves—There has been little or no change in the oil of cloves situation. Consuming demand continues to absorb good stocks, and prices are about the same. In some quarters \$2.85 can be done for tins but most holders are asking \$2.90 a pound. For lesser quantities, up to \$3.05 a pound is being asked.

Oil Cubebs—This item is reported to be slightly easier in some quarters, with quotations down to \$8.00 a pound inside being heard. Up to \$8.50 a pound is named, and one holder still quotes \$9.00 a pound.

Oil Erigeron—Still being held at \$9.00 a pound on the spot, although prices for future delivery down to \$4.00 a pound are understood to have been named.

Oil Eucalyptus—The Australian oil is greatly reduced in stocks in this market, and holders have marked up their prices as a consequence. For spot

goods 65c is now inside, and up to 75c a pound is being named by some sellers.

Oil Juniper Berries—This oil is in good demand, and stocks are reported to be none too large. Prices are somewhat stiffer at \$7.50@7.75 a pound for the rectified oil and \$7.75@8.50 for the double rectified oil.

Oil Lavender Flowers—The demand is very brisk for this item. Stocks are small, and it is believed in the trade that before long there is very liable to be an acute scarcity, owing to all spot goods being taken up and little or none coming forward. Prices are sharply higher at \$8.25@8.50 a pound and will very likely continue upward in the future.

Oil Lemon—This product remains in about the same position as was reported last week. The market in Sicily is easy and dull. Shipments arriving at New York have been large and are exerting an additional influence in keeping prices soft. Last week over 1,568 cases reached here from Messina. From one quarter in this market, it is reported that the demand is considerably brisker. For spot goods, \$1.10 a pound can be done very readily with some brands asking up to \$1.15 and higher. Very likely, a firm bid at a lower figure than \$1.10 would produce plenty of goods.

Oil Linaloe—This item is steady and firm at the advance noted last week. Quotations are being made on a basis of \$7.00@7.25 a pound. Stocks are scarce, and demand is said to be very lively.

Oil Mustard—An improvement in supply of artificial mustard oil has eased off the price here. For spot goods, \$11.00 a pound can be done with some holders asking up to \$11.50 for smaller lots.

Oil Orange—Prices are unchanged at former levels. For the bitter, \$2.25@2.30 a pound is named. For the Sicilian sweet oil, \$3.00@3.10 is quoted, while the West Indian is named at \$2.25@2.30 a pound.

Oil Peppermint—Holders are still keeping grip on the situation and do not appear to have weakened. Spot stocks are small and are being taken up only on a hand-to-mouth basis. There is little business passing anywhere, except for immediate requirements, both buyers and sellers awaiting developments of a more definite character. The spot price for regular oil in tins is \$7.65@7.75 a pound, while for redistilled, U. S. P. oil, \$8.00 a pound is about the inside figure and up to \$8.25 is named.

Oil Sassafras—The artificial oil is higher at 65c@70c a pound. It is very scarce both here and in the country. The natural oil is unchanged at \$1.90@1.95 a pound.

Oil Spearmint—The smallness of stocks of spearmint oil on the spot is acute, and quotations of prices from most quarters are nominal. Such holders as have goods, however, have moved their ideas as to price upward and now name \$10.75.

Oil Wormseed—Another advance has been noted in the price of oil of wormseed which is very scarce at the present time. Holders are naming \$4.50@4.75 a pound for spot goods.

Oil Wormwood—This item is slightly firmer at \$7.00@7.50 a pound.

Aromatic Chemicals

Methyl Salicylate—In keeping with an advance in the price of the acid by manufacturers, the price of methyl salicylate has also been marked up to 60c a pound inside. For lesser quantities than cans, 65c a pound is being quoted.

Citral—This product has been advanced to \$4.00@4.25 a pound on the smallness of stocks by a holder here.

PERFUMES SENSITIVE TO LIGHT

Victor Vivandou Discusses Care in Handling Goods When Offered for Sale—Suggestions for Window Displays—Use of Dummy Bottles

Victor Vivandou says that light, particularly electric light, has a powerful influence over perfumes, affecting both color and odor to a marked degree. Excessive heat causes decided and rapid deterioration. It has been asserted that the rays of the moon induce fading of both perfume and label. Window displays should be carried out with these facts in mind, and it is generally well to use dummy bottles which are put up by most manufacturers for display purposes. A too low temperature is sometimes as serious in its effects upon the appearance of perfumes as either light, heat or cold. It precipitates the solids in solution, resulting in permanent cloudiness or flakiness.

Writing on the subject of the "Care and Presentation of Perfumes and Toilet Preparations" in "Ungerer's Bulletin," Mr. Vivandou discusses further the handling of perfumes when offered for sale, saying: "Isn't it illogical and wrong for the druggist to come from behind the prescription desk, unstopper a bottle of bulk perfumery and extend the odor to the customer with hands that have just been busied with iodoform or some other substance which, however grateful to cuts and sores, has nothing in common with the aesthetics of smell or with the particular scent that is being offered for sale?"

"In the case of bulk perfumes, more commonly sold in the West than in the East, special care is required to keep odorized fingers away from the perfume and to avoid the transposition of stoppers. This latter accident can be precluded by attaching the corks to their several bottles by, say, little aluminum chains. This should be up to the manufacturer. In handling bulk odors great care must be taken to keep the graduated clean and when there is only a little left in the large bottle it should be decanted into a smaller container to avoid oxidation.

"The samples, vials and devices supplied by progressive manufacturers should make it unnecessary to unstopper bottles on sale, and under ordinary circumstances it is well to keep the merchandise on view in the show case rather than within the reach of prying hands.

"It is difficult in many stores to set aside a special case for perfumed products, but, if it is at all possible, this space should be commandeered. For perfumes and toilet preparations orderly arrangement is Regulation Number One, and this does not exclude the tragic and unbefriended little cake of violet toilet soap that is kicked about and mutilated until it loses even its good name. Full advantage is not always taken of the artistic boxes, gotten up with great pains and at large expense for this very purpose of persuasive display. Why extract the bottle and toss these willing sales-servants into the limbo of the beneath-counter region? Send them home with the bottle."

Burton T. Bush, president of Antoine Chiris Co., 18 Platt Street, New York, sailed for Europe on Wednesday, Sept. 24, and will remain abroad until late in November.

A recent cable from Sicily said of lemon oil: "The principal factor in the exportation of lemon oil continues to be the foreign exchange question with money values fluctuating widely, principally in the favor of foreign buyers. Most quotations out of Italy and offers from American buyers are being made in terms of American money."

The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Page s 38 and 40.

CHEMICAL EXPORT MARKET STRONGER

**Chlorate of Potash Being Shipped to the Orient—
Caustic Soda in Better Demand—Muriate, Lump
and Arsenic Scarce—Steel Strike Reduces Sulphate
of Ammonia Supplies**

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced
No Advances
Declined
No Declines

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial.....lb.	\$.12½	\$.12½	\$.14	\$.19½
Sulphuric Acid, 66 deg.....ton	20.00	20.00	18.00	28.00
Bleaching Powder .....100 lbs.	2.25	2.25	2.00	2.75
Copper Sulphate .....100 lbs.	9.00	9.00	9.00	9.50
Potash, Caustic .....lb.	.28	.28	.28	.74
Salt peter, gran. ....lb.	.13½	.13½	.13½	.27
Soda Ash, 56 pc.....100 lbs.	2.00	2.00	2.00	2.50
Caustic Soda, 76 pc.....100 lbs.	3.30	3.30	3.30	4.30
Potassium Bichromate .....lb.	.26	.26	.24	.45

The entire market continues to be the center of active buying, and the list for the most part is holding firm. Spot business is checked on certain chemicals which are scarce for prompt delivery. The export end of the market is somewhat stronger. Chlorate of potash is being shipped to the Orient. All potash salts are under good inquiry for late delivery.

Muriate lump and arsenic are still scarce for prompt shipment. Aluminum sulphate is slightly stronger. Ammonia water is very firm and in strong request. There is very little material to be had. Sulphate of ammonia is tighter, owing to the steel strike. Bleaching powder is in short supply and good demand. Sodium salts are active. Caustic is in better demand for export, and soda ash has strengthened. Nitrite is very hard to secure on spot, and producers are under steady inquiry for later deliveries. The acid market is unchanged. Glacial is still in good call for both export and domestic use.

Acid, Acetic—Producers continue to put through sales of the 99 p. c. glacial at \$12.25 per hundred pounds, containers inclusive. Supplies are light for prompt shipments, and later deliveries are held at higher levels. Quotations on the various percentages are unchanged on the basis \$9.25@\$.950 for the 80 p. c. pure.

Alum—While 3¼c is quoted, large-lot business has been put through during the week at 4c. Powdered ammonia is in good request at 4¼c@4½c, according to quantity. Chrome alum and chrome potash are both holding steady at 15c@16c for the former and 17c@18c for the latter.

Acid, Muriatic—C. P. material is in strong request, and producers are being pushed on their deliveries. The 20-degree muriatic is still in short supply although the output is somewhat larger and \$2.00 continues to be named for carboys in carload lots. There is very little, if any, 22-degree material on the market.

Acid, Sulphuric—The market on sulphuric is practically unchanged, and producers appear to be heavily booked ahead with offerings for prompt shipment restricted. The 60-degree acid is quoted at \$15; the 66-

degree at \$20, and oleum at \$25. Quotations are on tank car lots, sellers' works.

Aluminum Sulphate—Offerings at \$2.50 are limited. due to the firmer condition of the market, and, in directions, it is difficult to do better than \$2.65 on very large business. The conditions apply to the commercial grade which is quoted at \$1.75@\$.190 per hundred pounds.

Arsenic—Producers have very little goods on spot and for the most part are under heavy contract at 9½c @10½c. Second hands are naming 9½c.

Ammonia Muriate—Arrivals of the lump material are readily bought up, and the scarcity of stocks continues at 25c a pound in casks and up to 28c for less quantities.

Ammonium Sulphate—The steel strike in cutting off supplies to a great extent is causing higher levels to be named by speculative interests. Producers' prices are unchanged at \$4.75. The demand is a shade easier.

Aqua Ammonia—Heavy buying pressure has tightened up the position of local stocks to such an extent that the market is practically bare. However quotations, while firm, are unchanged at 9c for the 26-degree in carboys.

Antimony Sulphuret—The market is still without spot goods in any quantity, and heavy inquiry continues. Producers appear to be heavily booked on later deliveries.

Barium Chloride—Prompt shipments are held at \$77 per ton f. o. b. sellers' works for high-grade material.

Bleaching Powder—The weekly consumption, both export and domestic, continues on a broad scale. Supplies are light for prompt shipment and are firm at \$2.25 per hundred f. o. b. works. Good export business is being put through to the Far East and South America.

Copper Sulphate—Foreign shipments are being put through, but domestic buying is confined to small lots. The price is \$9 per hundred for the large crystals.

Copperas—Bulk material is quoted at \$1.00 per hundred pounds f. o. b. works. Barrels are in good demand at \$1.10@\$.120.

Lead—The entire market on the various items is firm and under steady inquiry. Litharge and white basic carbonate are very light on spot owing to heavy contracting.

Nickel Salts—Steady buying is reported, with quotations firm among first hands at 14c for the double and 16c for the single. These figures are subject to shading in second hands.

Phosphorus—Buying is steady at 60c@70c for the red; 35c@40c for the yellow, and 42½c for the sesquisulphide.

Potash Caustic—Spot goods are active at 28c@32c per pound, but the inside figure is subject to considerable shading on large orders.

Potassium Bichromate—There is still a shortage of stocks, and the price is strong at 26c@27c a pound. Goods for late October have been quoted at 25c on large lots.

Potassium Carbonate—U.S.P. goods are strong and firm at 50c per pound. Practically the only percentages available in the market range from 80-85 p. c., and prices are 25c@27c per pound.

Potassium Chlorate—Japanese buyers are active in the local market, and 3,000 casks recently left this port for Kobe. Inquiries from outside interests are coming through for large business, and prices are holding at 19c@20c per pound.

Prussiate of Potash—Very little material is offered on either grade. Sales of the red material were closed during the week at \$1.15 per pound. Yellow material is unchanged at 45c@50c.

Soda Ash—Stocks for 1920 are quoted at lower levels of \$1.62 for the 58 per cent, basis 48, on domestic delivery. The market at the present time is holding its own, and a steady volume of business is being placed for both domestic and foreign interests. Export goods in barrels are held at \$1.90 less 5 per cent, and bags at 10 cents higher.

Caustic Soda—Occasionally resale lots are offered at a figure considerably under the market price, but these lots are held for the most part by holders who are anxious to realize. Producers are under heavy contract, and the available material on spot is limited. Prices are unchanged at \$3.50 less 5 per cent for the 7½ per cent, basis 60, for export.

Sodium Nitrite—The spot market is practically bare, and holders are all heavily booked ahead on orders. The market has been under heavy inquiry during the week, and large orders are 11½c on late shipment. Spot goods are considerably higher.

Sodium Bichromate—The volume of buying is light, and stocks are plentiful. Spot goods are held at 14c@14½c in first hands and a shade lower among second holders. December deliveries are quoted at 13c, and contracts for next year are made at 8¾c@9c per pound.

MONSANTO CO'S FAITH IN PHENOL

The appointment of the Monsanto Chemical Works, of St. Louis, with offices at No. 1 Platt Street, New York, as sole selling agents for the Government's surplus phenol amounting approximately to 30,000,000 pounds, was the result of a meeting called in April at the Chemists' Club, New York, which was attended by representatives of the various interested houses. Pessimism ruled. Many suggestions were made, among others that this vast stock be destroyed with the view of protecting the industry. Finally a representative of the Monsanto Chemical Works expressed faith in phenol and its future, and gave the opinion that with the proper tariff protection of dyestuffs increased production would result, with a corresponding increased use of phenol. While nothing definite resulted at the time of the meeting, it was shortly followed by offers from the Monsanto Chemical Works to buy the entire amount at a price several cents above the then prevailing market, or to act as the Government's agent, thereby permitting the Government to receive the benefit of any advance in price. The War Department officials favored the latter plan with the result that the Monsanto Chemical Works have received a contract making them sole selling agents for approximately 30,000,000 pounds of phenol.

This firm's extensive equipment for the production of phenol, together with the above mentioned surplus, gives them a prominent position in phenol, phenolates, salicylates, etc., and continues them as one of the chief sources of supply for these important items. Negotiations for this contract with the Government were begun and were well advanced by John F. Queeny, chairman of the Board of the Monsanto Chemical Works, before he sailed for London on June 7, where he remained until recently in the interest of the firm's foreign business.

OUTPUT OF PHOSPHATES IN TUNIS

More Than 2,000,000 Tons Produced Before the War—Tunis Ranks Next to United States in this Industry—Shipments Fall off During 1918

In 1913 the total value of the production of the Tunisian mines amounted to 65,500,000 francs, as follows:—

	Tons	Francs
Phosphates	2,072,000	45,500,000
Lead Ore	59,500	9,500,000
Zinc Ore	28,600	3,000,000
Iron Ore	594,200	7,500,000

The corresponding approximate value of mineral ore and phosphates transported by the Tunisian railways during 1918 was as follows:—

	Tons	Value in Francs
Phosphates	862,494	25,874,820
Lead Ore	30,662	13,031,350
Lead Pure	301	361,200
Zinc Ore	5,508	1,046,520
Iron Ore	445,022	12,238,105
Manganese Ore	830	49,800
Liquites	41,555	2,493,300

Tunis comes second to the United States as regards the production of phosphates, says the "London Chemical Age". Exploitation began in 1899, and in 1913 the production was over 2,000,000 tons. Tunisian phosphates can be classed under two categories: 58-63 and 63-68 per cent of phosphate tricalcite with less than 2 per cent iron and alumina combined. The activity of the phosphate mines was greatly restricted during the war by lack of labour, high wages, lack of fuel and raw materials necessary for working and for the upkeep of underground galleries, new material, plant, &c. The requirements of sulphuric acid for war purposes increased gradually to the detriment of those factories manufacturing super-phosphates. Together with this, the shortage of tonnage greatly impeded the supplies of those factories as regards phosphates and pyrites. The demand of agriculture, although reduced, has only been partially supplied, and that after considerable delay owing to the congestion on the railways. Moreover, the prices of super-phosphates have been affected like those of most other commodities by a great increase, 30 francs per 100 kilos instead of 5 to 6 francs before the war.

Exports to neutral countries, after a slight decline in 1914-15, reached the figure of 189,000 tons in 1916, which is greater than that of 1913 (177,000 tons), on account of the greatly increased demand of Denmark (37,000 tons in 1915 and 77,000 in 1916, as against 12,000 tons only in 1913). On account of the measures taken to limit the tonnage to destinations which might appear doubtful, the exports to neutral countries fell to 27,000 tons in 1917 and 5,250 tons during the first half-year of 1918. Before the war, the two greatest consumers of Tunisian phosphates were France and Italy. As regards France, exports fell from 700,000 tons in 1913 to 142,000 tons in 1917. The first half of 1918 seems to show a slight increase with 81,000 tons. As regards Italy, the decrease was less acute—450,000 tons in 1913 and 205,000 tons in 1917—and the first half-year of 1918 shows a very great decrease to 72,000 tons.

The United Kingdom increased her demands from 181,000 tons in 1913 to 205,000 tons in 1917, and the first half of 1918 shows a considerable increase to 219,000 tons. This result is due to the fact that the United Kingdom before the war imported great quantities of phosphates from Florida, and that for the moment she could only get her supplies from North Africa. It is, moreover, evident that after this war the British market will be more open to African phosphates than it was before 1913.

The Color and Dyestuff Market

Current Spot Quotations of Colors, Dyestuffs, etc., pages 40 and 42.

SUPPLIES OF BENZOL GETTING SCARCE

Limited Production by Coke Ovens Affected by the Steel Strike is Felt by Aniline Manufacturers—Extracts Firmer—Color Market Active but Business Confined to Small Lots

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced
No Advances
Declined
No Declines

Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzol, C.P. gal.	\$.25	\$.25	\$.25	\$.24
Naphthalene, flake lb.	.06	.06	.06	.09
Phenol lb.	.12	.12	.14	.44
Xylol, pure gal.	.40	.40	.40	.45
Toluol, pure gal.	.26	.26	.24	1.50
Aniline Oil lb.	.32	.30	.25	.28
Benzaldehyde lb.	.65	.65	.65	3.75
Betanaphthol, dist. lb.	.45	.45	.45	.65
Paranitraniline lb.	.95	.95	.95	1.70
o-Toluidine lb.	.25	.25	.35	1.00

The market on intermediates is under heavy buying and constant inquiry. Large sales continue to be put through, although checked to a great extent because of the shortage of supplies on many of the important items. Prices are steady and decidedly firm. The trend is upward on all aniline products.

Aniline oil and salt are in very strong request, and producers for the most part refuse to take on new business before 1920. No definite quotation can be named on spot goods, as holders have different views of prices. Benzol is high and continues in strong position, owing to the lightness of supplies and strong inquiry. Flake naphthalene is slightly firmer, and shipments are somewhat tighter for prompt delivery.

The extract market is firmer, and advances are expected on many of the important items. Logwood is due to reach higher levels as well as hematine. Archil is very firm, and shipments are sold ahead. Albumen is easier, as well as the dextrines and starches. Shipments from primary points are light.

The color market is very active, and prompt deliveries on many important colors are difficult. Sales continue to be confined to small lots, and very little contracting is being placed for any length of time. Prices are holding firm and are strong at present levels.

Intermediates

H-Acid—Spot buying is limited, and most of the sales closed are on long delivery. The market is in good shape at \$1.50@1.60 per pound, and offerings are somewhat restricted.

Aniline Oil—Quotations are largely nominal and generally confined to one or two-drum lots. The market is practically bare on goods for prompt delivery, and this condition is not expected to improve before the end of the year. Producers for the most part are not taking on new business and are not quoting on shipments before 1920.

Aniline Salt—A similar condition is reported in this market as exists on the oil. Nothing to be had on spot of any appreciable quantity, and the price asked is largely nominal at 32c@35c per pound.

P-Amidophenol-Base—Buying is heavy, and prices are strong at \$2.75 per pound.

Benzaldehyde—The technical material continues soft, and prices are weak at 65c.

Benzylchloride—Delivery on prompt shipments on large business is difficult. Quotations are between 26c @28c and even higher on spot goods.

Benzidine—The base is moving in good quantities for export, and quotations are firming up where little material is available. From \$1.20@1.25 is named. However, large business can be done at \$1.00 pound.

Dinitrobenzol—Where stocks are limited holders are asking up to 32c. Buyers are able to obtain a quotation of 23c on large quantities in certain directions.

Dimethylaniline—Buyers are experiencing difficulty in securing goods for prompt shipment. The market as a whole is well cleaned up, and producers are being pushed on deliveries. Quotations are higher at 55c@60c per pound.

Diphenylamine—In directions 58c is asked on large lot business. The prevailing inside price is considerably below this figure.

Betanaphthol—Sales are being closed at 45c on big lots, and up to 48c is asked on small transactions. The material offered on spot is limited, and the market is under heavy contracting.

Paranitrotoluol—The majority of producers are without offerings for prompt delivery. Practically the only material around the open market is confined to jobbing quantities at stiff prices; quotations between \$1.15@1.50.

Paranitraniline—The aniline oil situation holds this market in a tight position, and it is difficult to do better than \$1.00 per pound. Small business is commanding up to \$1.10 and is strong at that level.

Paraphenylenediamine—Good shipments are reported to the Orient, and domestic buying has increased to larger proportions. High-grade material is commanding from \$2.65@3.00 per pound. However, there is material offered slightly under \$2.50.

Phthalic Anhydride—The price question is weak, and buyers are able to do considerable under 90c on firm business. Selling competition is keen, which has a tendency to depress the market.

Orthotoluidine—Sales are being closed at 25c.

Paratoluidine—Producers for the most part are tied up on contract business. Spot stocks are difficult to secure and are held at high levels.

Xylidine—This market is strengthening, and prices are firming up owing to heavier buying.

Coal-Tar Crudes

Benzol—Very little material is being offered except for future delivery. Holders of any quantity are commanding a stiff price for their stocks. At the close 32c was heard on one tank car lot f. o. b. Providence.

Cresylic Acid—Inquiries are slightly heavier, and the volume of actual sales is steadily increasing. There are stocks on the market on the basis of 65c for the 95-97 P. C. material.

Cresol—Large orders are being placed, and the market is in good shape at 15¼c@17c for U.S.P. material.

Naphthalene—In directions, it is difficult to secure

flake material for prompt delivery. The volume of sales placed has increased, and quotations are fairly firm at 6c@7c per pound. The ball material is a shade stronger at 8c@9c per pound.

Phenol—First hands are holding at the Government price of 12c on car lots. Second hand material is available up to 17c per pound, according to quantity.

Pitch—The pitch market is under good buying pressure, and prices are holding strong at \$14@18 per ton.

Solvent Naphtha—Heavy buying is reported from Southern interests. Crude material is in short supply at 16c@18c a gallon and the white material at 22c@25c.

Toluol—The demand is largely routine and on small quantities. Prices are unchanged at 25c@30c a gallon.

Dye Bases and Dyewoods

Albumen—Holders are showing signs of weakness in their endeavor to encourage buyers, and, as a result, prices are tending downward. Leading factors name \$1.80 as their price for the Chinese egg. The imported blood continues very scarce.

Annatto—There is very little business passing, and holders are willing to name a low figure in order to dispose of stocks. This is especially true of the seed which is quoted at 5½c.

Archil—There is none available on spot, and future deliveries are well sold ahead. The inquiry is very strong, and holders are firm in their belief that prices are likely to reach higher levels soon. Double material is quoted at 17c@20c; triple at 19c, and the concentrated at 25c.

Fustic—Very little material is coming in, and the market on the sticks and chips is quiet at \$30 a ton for the sticks and 3½c for the chips. Nothing new is reported in the extract market, which is rather quiet with supplies plentiful. The solid material is quoted at 22c@27c; 100 p. c. crystals at 30c@40c, according to grade, and the 51-degree liquid at 15c@19c.

Divi Divi—There is not much material offered on spot, and most of the shipments are sold upon arrival. The new crop is expected soon.

Hematin—Supplies are tightening in view of better buying interest. Because of this fact, holders are looking for an advance over present levels of 11c@13½c for the 51-degree extract, and 26c@28c for the 100 p. c. crystals.

Logwood—Stocks are moving in large quantities both for export and domestic, and as shipments of sticks from primary points are very light, the extract market is due for an advance. Quotations are firm on stocks available at 18c for the solid; 21c for the 100 p. c. crystals, and 10c@13c for the 51-degree Twaddle.

STRIKE STILL AFFECTS BENZOL OUTPUT

In view of the continuation of the strike in the steel industry important factors in the coal-tar situation have refused to accept any new business. The output is curtailed to such an extent that contract shipments are being held up, and buyers all over the country are forced to wait for stocks. While the strike has been in progress slightly over two weeks, its effect on market conditions is readily understood by the prices which holders of small quantities are asking. The production of sulphate of ammonia likewise is curtailed, and, as a result, higher prices are likely to follow.

Dyestuff Notes

J. S. Young & Co., Hanover, Pa., have received, via Baltimore, Md., two cargoes of logwood for use in the manufacture of dyes.

The Westmoreland Chemical & Color Company, 925 Chestnut Street, Philadelphia, manufacturer of colors, chemicals, etc., has awarded a contract for a three-story brick administration building, to cost about \$20,000.

The National Aniline and Chemical Co. is offering Erie Yellow Y and Wool Blue CB, similar to pre-war types known as Chrysophenine and Azo Acid Blue B. Erie Yellow Y is for cotton, wool and union goods, and Wool Blue CB for worsteds, yarns and dress goods.

E. I. du Pont de Nemours & Co. have purchased 65 acres on Back River, Baltimore, on the line of the Baltimore & Ohio Railroad. It is believed some industry is to be established in connection with Government material that is stored there.

The du Pont Powder Co., owners of the TNX plant at Barksdale, Wis., is dismantling the fifty buildings which were erected for manufacturing the new powder. TNX is similar to TNT, but instead of using toluol as a base for the manufacture of the powder, xylol is used.

The Anthrakone Dye Products & Chemicals Co., 1834 Broadway, New York, has taken over the business of the Globe Chemical Co. of New Jersey and will conduct the manufacture of anthraquinone and plans to develop as rapidly as possible the vat dyes derived from anthraquinone. The officers of the new concern are Irwin Arnow, president and general manager; C. Shafer, vice-president; M. S. Trop, secretary-treasurer.

The largest individual contract made in recent years for dyewoods in the West Indies has just been completed by Natural Dyewoods, Ltd., New York. The tract consists of about 12,000 acres of mountain land in the northwest section of Haiti, adjoining the frontier line of Santo Domingo in the districts known as Sabonetta and Bahun. As land cannot pass title to any but Haitien born of African blood, the timber rights alone have been contracted for, and cutting will be commenced as soon as the rainy season passes.

The trading profits of the Yorkshire Dyeware and Chemical Co. of England, for the year ended June 30 were £59,216, and £6,451 was brought forward. Debenture interest absorbed £3,591, and a final dividend of 5 per cent and a bonus of 25 per cent are proposed, making 35 per cent for the twelve months, adding £15,000 to the reserve, and £20,000 to the extensions fund, and carrying forward £8,701. The board recommended that the share capital be raised to £150,000 by the capitalization of £75,000 of the reserve fund, and that one new 15s share be added to every similar share now held. The company's trading profits for 1917-18 were £46,351; for 1916-17, £57,956; and for 1915-16, £54,002; and distributions for each period were similar to those proposed for the past year. Twelve months ago £25,000 was reserved; in 1917, £30,000, and in 1916, £29,000.

The Oil Market

Current Spot Quotations of Oils, Page 42; Tallow, Greases, etc., Page 43.

VEGETABLE OIL PRICES STEADY

**Renewed Export Buying Expected—Linseed Oil and
Flaxseed Still Features of the Market—Only Small
Shipments of Seed from Argentina**

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Peanut Oil, ref., bbls., 1c lb.

Declined

Lard Oils, 15c gal. Soya Bean Oil, 1c lb.
Linseed Oil, bbls., 26c gal. Menhaden Oil, Crd., Balt., 3c gal.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$1.20	\$1.20	\$1.15	\$1.45
Degras, Amer. bbls.	.07	.07	.07½	.22
Lard, No. 1.	1.30	1.45	1.45	1.50
Menhaden, South, crd.	1.05	1.08	1.15	1.20
Neatsfoot, 20 deg. c.t.	2.25	2.25	2.15	3.19
Red Oil, Crude.	.17	.17	.19	.17
Stearic Acid, T. P.	.30	.30	.31	.25
Coconut, Ceylon, dom. bbls.	.17	.17	.19	.17½
Cottonseed, crude, tanks.	.16½	.16½	.22	.17½
Linseed, cars, bbls.	1.86	2.12	2.22	1.88
Olive, denatured	2.50	2.50	2.50	4.50
Peanut, refined	.26	.24	.29	.21
Soya Bean, bbls.	.17	.19	.19	.18½

*F. O. B. Mills

A steadier tone has supplanted many of the weak spots which characterized the vegetable and animal oil markets at the time of the last report. Prices have not shown a great deal in the way of recovery, but the renewed confidence of holders has in a good measure replaced soft prices, readily shaded, with a noticeably firmer tendency. The belief seems general that renewal of export buying in the very near future is going to have a marked "bullish" effect upon oil prices in general. There has been less shading reported by weak second hand holders, and the position of the group in general shows an improvement. The market seems to be pulling out of the recent bad slump into which it fell very suddenly. The better feeling is developing slowly and steadily, but it is evident that it would not require a very strong bearish movement to break down the present gains.

A rather limited volume of consumer buying continues to be reported. Although there are heavy requirements which remain unfilled in many quarters, buyers are holding off awaiting further developments. Foreign exchange rates are still strongly against European purchasers, and it is very unlikely that they will come into the American market for additional heavy orders at this time if there is a possibility of getting the goods elsewhere.

Linseed oil and flaxseed continue to hold a prominent position on the oil stage. Although there are very heavy stocks of seed in the Argentine, the difficulties in transporting to the coast and arranging shipments from Buenos Aires are holding up good sized arrivals here. In Duluth, seed keeps easing off slowly in a rather dull market.

Vegetable Oils

There have been very few price changes among the vegetable oils. Coconut is about the same as last week and rather quiet. Cottonseed holds firm. Corn oil is easy but quiet and unchanged. Peanut oil seems to reflect an improved tone. Soya bean oil is dull and easier. Linseed continues to hold quiet with growing

improvement as to the quantity of supplies reported.

Linseed Oil—October deliveries, which include the current month, are being quoted at \$1.86 per gallon for barrels in car lots by the crushers. There are considerably increased quantities of second hand oil about the market which are selling mostly in the neighborhood of \$1.90@1.95. Seed prices continue to move downward. Prices in Duluth are hovering in the general vicinity of the four-fifty mark and tending lower. Plenty of South American seed is available in Buenos Aires and up-country, but the rate at which it is being shipped to the United States for the use of Eastern crushers is limited owing to the difficulties of securing ample bottoms. Raw linseed oil in tank cars is being quoted at \$1.81 per gallon for immediate delivery.

Cottonseed Oil—There has been a slight firming tendency during the week. Prices are unchanged, but the attitude of sellers has been altered somewhat by the weather news from the South, which has not been of the best. For the crude in tank cars at the mills, 16c@16½c is ruling as at the time of the last report. Refined oil is procurable at 21c a pound for prime summer yellow. The oils are still weak but have showed signs of pulling out of the recent bad slump.

Coconut Oil—There is less second hand business passing at figures sharply under the market than was noted a week or two ago. Sellers are evidently confident that there will be a brisk renewal of buying very shortly, particularly for export. Prices for spot stuff are unchanged at former levels. Ceylon type oil is named at 17c@17½c a pound in barrels. Cochin in barrels is quoted at 19c and slightly above this figure in some quarters. Tanks of Ceylon oil on the Coast are being sold for 15c@15½c, and for Manila oil, 15c a pound.

Corn Oil—The very limited demand which is being shown in the trade for corn oil holds it in a very weak position. Food price agitation is keeping edible oils, refined corn among them, down. For crude oil in tanks at the plant, 16c a pound is being named. Refined oil in barrels is available at 24c@24½c a pound. Producers are naming 25½c as their price.

Olive Oil—On the prospect that there will be additional importations of Spanish oil before the end of the year, the market here is not quite as strong as was noted in the report of last week. Although prices on the spot are firm and unchanged, the tightness of holders is not quite as pronounced. Prices are given at \$2.50 for the denatured oil and \$3.00@3.15 a gallon for the edible.

Peanut Oil—This product has improved since the beginning of the week, in spite of the fact that there are good arrivals of Oriental oil being disposed of on the Coast, 14½c can be done, with some business in barrels, 26c is named, while domestic crude in tank cars at the mills is named at 22c.

Soya Bean Oil—The slight recovery of last week has been dissipated by a downward trend. For tanks on the Coast, 14½c can be done, with some business having been reported at 15c. Spot oil in barrels is quoted at 17c@17½c. Edible is obtainable at 19c.

Animal Oils

This group has shown a slight improvement during

the past few days. Demand is reported to be slightly improved with good orders passing in some products. Lard oil is easier. Neatsfoot is in fair demand. Red oils, stearic acid and oleo are quiet.

Lard Oil—Prices are somewhat lower on the easier condition of the lard market and larger supplies. Prime inedible is named at \$1.80@1.85; off prime at \$1.70@1.75; No. 1 at \$1.30, and No. 2 at \$1.20 per gallon.

Red Oil—Very quiet and unchanged at former prices—17c@17½c a pound. Demand is very light.

Stearic Acid—Prices are unchanged and demand quiet. For single pressed 27½c is ruling, for double 28½c and for triple pressed, 30c a pound is the price.

Fish Oils

This group is generally firm, with prices steady and well maintained by sellers.

Cod Oil—This product is firmer and continues in good demand. Prices are slightly stiffer at \$1.20 a gallon for Newfoundland oil and \$1.15 for domestic. Demand is good and stocks small.

Menhaden Oil—The demand for menhaden seems to have eased off slightly. Crude oil in barrels at Baltimore is quoted at \$1.05 per gallon. In New York there are small lots available at \$1.10. It is understood that the oil producers are soliciting business at the present time.

BRITISH LINSEED OIL TRADE

The direct imports of linseed at Hull, England, in 1917 totaled 371,210 quarters, compared with 1,127,001 quarters in 1916.

(The quarter for Calcutta linseed is 410 pounds, for Bombay and River Plate 416 pounds, and for Russia, Canada, and United States, 424 pounds.) While direct imports decreased in 1917, correspondingly increased quantities were received from Liverpool and other ports by rail. The United Kingdom's imports of linseed totaled 2,506,836 quarters in 1916, 1,016,011 in 1917, and 1,310,278 in 1918. Two-thirds of the imports came from India and the remaining one-third principally from Argentina. During the war re-exports dwindled practically to nothing. In December 1916, linseed sold at \$24.80 per quarter (pre-war record, \$19.71), in April, 1917, advanced to \$32.85, and on May 9, 1917, the controlled maximum price was fixed at \$146 per ton or \$27.79 per quarter, and this price continued throughout the rest of 1917. In January, 1918, the official price was \$145.96 per ton, but by December the price had been increased to \$183.71 per ton.

Government restrictions practically eliminated oil exports from Hull in 1916. The Chamber of Commerce returns placed the Hull exports of linseed oil at 18,493 tons in 1915 and 614 tons in 1916, but no figures are available for 1917 and 1918. Invoices certified at the Hull Consulate for linseed oil exports to the United States totaled \$107,621 in 1914, were nil in 1915 and 1916, \$428 in 1917, and nil in 1918. The United Kingdom's exports of pure linseed oil were 53,962 tons in 1915, 23,351 in 1916, 16,791 in 1917, and 820 in 1918; other linseed oil, 1,905 tons in 1915, 1,443 in 1916, 2,217 in 1917, and 813 in 1918. The United Kingdom's imports of pure linseed oil totaled 84 tons in 1917 and 124 tons in 1918. In December, 1916, linseed oil sold at \$223.80 per ton, but on May 9, 1917, the spot value was \$262.79 per ton, when the Government-controlled maximum price of \$282.26 per ton came into force. The price gradually advanced to this maximum, and 1917 closed with no oil offered at this price, which also prevailed throughout 1918.

Oil Trade Notes

The Franklin Baker Company, Doremus Avenue, Newark, N. J., manufacturer of coconut oil, has filed plans for a three-story refinery, to cost \$26,000.

Sherwood Brothers Manufacturing Company, 256 Broadway, New York, manufacturer of greases and oils will rebuild its plant recently destroyed by fire.

Cook & Swan, Inc., 148 Front Street, New York, has awarded a contract to the Turner Construction Company for the erection of a two-story oil tank storage building, about 60x128 feet, at Bayway, N. J.

The United States Gutta Percha Co., 12 Dudley Street, Providence, R. I., has completed plans for the erection of a five-story addition to its paint and oil manufacturing plant, 50x100 feet, to cost about \$80,000, including equipment.

John M. Masury, & Son, 50 Jay Street, Brooklyn, N. Y., manufacturers of paints, oils, etc., have commenced the erection of a six-story, reinforced concrete addition to their plant, 50x105 feet, for increased capacity. The new factory will be located at Plymouth and Jay Streets.

The Universal Packing Co. of Fresno, Cal., has disposed of its plant to the California Products Company and the factory will be converted for the manufacture of vegetable oil products. Copra will be imported and oil will also be extracted from local products. Robert Hume is manager of the oil concern.

John Lucas & Company, Inc., Philadelphia, manufacturer of paints, oils and varnishes, has acquired the W. W. Lawrence & Company, Pittsburgh, Pa., capitalized at \$200,000. The purchase includes a large nine-story factory covering an entire city block on West Carson Street, Pittsburgh. Ernest T. Trigg is president and general manager of the Lucas company.

HULL'S COTTONSEED OIL EXPORTS

Hull's imports of cottonseed amounted to 193,201 tons in 1916 and 111,546 tons in 1917, but no statistics are available for 1918. The United Kingdom's imports totaled 329,237 tons in 1916, 219,045 in 1917, and 338,194 in 1918. The Government purchased the whole of the 1918 Egyptian cottonseed crop for this country. At the close of 1916 Egyptian cottonseed sold at \$98.55 per ton, and Indian at \$92.46. Prices declined during the early months of 1917 but rose again by April. On May 9, 1917, the Government-controlled maximum price of \$92.46 came in force. In January, 1918, the official price for Egyptian was \$92.46 per ton and by December it had been raised to \$116.79.

The Chamber of Commerce returns give Hull exports of cottonseed oil as 4,646 tons in 1915 and 321 tons in 1916, but no figures are available for 1917 and 1918. The United Kingdom's exports of refined cottonseed oil were 21,505 tons in 1915, 2,407 in 1916, 652 in 1917, and 51 in 1918; unrefined, 4,702 tons in 1915, 171 in 1916, 1,521 in 1917, and nil in 1918. The United Kingdom's imports of cottonseed oil totaled 8,746 tons in 1917 and 19,276 tons in 1918. On May 9, 1917, the following controlled maximum prices became effective: Crude oil, \$291.99 per ton; refined soap oil, \$326.06; refined edible oil, \$364.99; and American refined oil, \$462.32. Crude oil was kept at the same price, \$291.99, per ton throughout 1918.

The Foreign Markets

Imports and Exports of Drugs, Chemicals, Dyestuffs, etc., pages 43 and 44.

HULL OIL MARKET UPSET

British Control Committee Takes Charge to Check Speculation—Price of Linseed Oil Reduced to £76—Japanese Refined Camphor Higher—Phenacetin Lower

(Special Cable to DRUG & CHEMICAL MARKETS)

London, Sept. 30.—The general railway strike has held up trade in linseed oil, and there is considerable excitement and uneasiness in Hull. Speculation has been stopped by the Control Committee, reducing the price to £76. Since the removal of control of linseed oil in June, the market had advanced from £58 to £126.

Prices are higher for senna, saffron, gall nuts, Japanese camphor, cream tartar and manna.

The market is easier on permanganate of potash, sulfonal and vanillin.

Creosote carbonate, fenugreek seed, gamboge, honey, shellac and phenacetin are lower.

London, Sept. 15 (By Mail).—The leading feature of market interest has been the announcement made by the British Quinine Corporation that Government control of quinine is being removed forthwith. That is satisfactory inasmuch as it will promote normal trade in the drug. A slight increase in price is inevitable, and it is learned that the Dutch combine, which controls practically the whole world's supply of the drug, has decided to raise the price slightly. This is a natural consequence of the present scarcity of quinine, and the increased demand as against dwindling supplies, and a reduced production. It may be said with authority that the Government control price during the war has not been representative of the actual economic conditions affecting the drug. It is now well known that the speculative stocks of quinine are non-existent.

To form an intelligent idea of the commercial situation, we shall now have to watch closely the Board of Trade monthly returns of our imports and exports, as these form the surest chart available. The returns for August showed distinct signs of improvement, but the ailment from which we are suffering is a serious one, and the nation is a long way yet from recovery. The seriousness of the situation may be gauged from the fact that our August imports were nearly 149 millions, while our exports were less than 75 millions, or 74 millions on the wrong side; towards which our earnings in the carrying trade and in insurance will not go very far. The imports of manufactured articles show a healthy falling off to the extent of three millions, a decrease which is doubtless due to the formidable tax of the American exchange which is now over 15 per cent.

The Trades Union Congress at Glasgow will be watched with something akin to anxiety, since the fate of our manufacturing industries and the production of coal will be largely influenced one way or the other by the decisions as to increased production, and the nationalization of our mines, which latter, furthermore, may have a far-reaching influence throughout Europe.

As concerns market movements we have to record a considerable improvement in formaldehyde, glucose, phosphate of soda and a firming up of bromides and tannic acid. On the other hand citric acid, chlorate of potash and naphthalene are easier, and sulphate of copper and the salts of morphia are somewhat lower.

PRICES OF DRUGS IN JAPAN

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Tokio, Sept. 1.—The market for drugs is inactive, but prices are firm. Antifebrine (acetanilid) is now yen 1.75 per pound compared with yen 1.55 per pound, last week. Sodium bicarbonate is steady at yen 8.70 for moon brand and yen 8.50 for H.B. brand, both in bags. The demand for carbolic acid is strong, owing to the prevalence of cholera, at yen 1.00 per pound, for disinfection, and yen 1.10 per pound for J.P. III. The price will further advance. The price of ergot has advanced to yen 6.50 per pound, advancing 50 sen. Ergot extract is yen 37.00 per pound. Formalin is yen 1.90 per pound in bottles and yen 1.80 in pots. The position of glycerin is firm, and the price is maintained at yen 0.80 per pound. Owing to the brisk demand for iodides and high prices of raw materials, the market is steady, manufacturers quoting yen 6.00 for iodide of potassium; seconds hands, yen 5.80; iodoform, yen 10.20, and iodine, yen 7.50 each per pound.

In sympathy with the advancing tendency of carbolic acid and the brisk demand for the hot season, perchloride has advanced to yen 4.20 and subchloride to yen 4.70 per pound. Phenacetin, owing to scarcity on spot, is selling at yen 9.50 per pound, advancing 50 sen per pound. Stocks of pyramidon continue scarce and are held at the high level of yen 95.00 per pound.

Owing to the prevailing rumor that the Government will permit the use of saccharin as a substitute for sugar, the price advanced from yen 80.00 to 90.00 per pound. Stocks are still scarce. Owing to the scarcity of santolin and the difficulty of getting the raw materials, the price is still held at the high level of yen 175.00 per pound.

COST OF MAKING PHENOLPHTHALEIN

The Research Institute for Hygiene at Osaka, Japan, has recently published the result of an investigation on the manufacture of phenolphthalein. The present cost in Japan is stated to be:

(1) Phthalic Anhydride

	Grms.	Yen
Naphthalene	1,125	0.80
Sulphuric acid	12,562	1.95
Mercury	281	2.48
Commercial caustic soda	344	0.191
Commercial hydrochloric acid	640.5	0.068
Total for 271.1 grms. of the product		5.061

That is, 8.40 Yen per pound of the product (approx. \$4.31 per pound).

(2) Phenolphthalein

	Grms.	Yen
Phthalic anhydride	250	4.667
Phenol	500	0.867
Sulphuric acid	200	0.136
Caustic soda	80	0.356
Acetic acid	333	0.222
Absolute alcohol	533	1.776
Bone charcoal	50	0.256
Total for 182.9 grms. of the product		8.39

That is, 20.42 Yen per pound of the product (approx. £2 13s. per pound). (Yen—2s. 0½d.)

From the rapidity of this week's recovery in certain classes of foreign exchange, it is increasingly clear that speculative influences have governed market movements in no small measure, says "Dun's Review." Especially is this true of remittances on some of the countries of Continental Europe. As against a low record level of 3.15 on September 16, German marks this week rose, by successive stages, to above 4.50, while Italian lira rallied to 9.80. The French franc, moreover, advanced to 8.39, and sterling from about 4.13 to 4.21.

CHEMICALS ADVANCE IN OSAKA

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Osaka, Sept. 1.—The demand for chemicals is brisk, and prices have advanced. Owing to the difficulty of importing borax and the scarcity on spot, the price advanced to yen 42.00 per kin. The price of bismuth is yen 7.80 per pound. Boric acid jumped to yen 93.00 per hundred kilos and is expected to touch yen 95.00. Shipments of ammonium carbonate have arrived recently, but they were all absorbed and the price advanced to yen 48.00.

Sodium chlorate holds at yen 30.00. Sellers are few and an upward tendency is evident. Speculative buying in phenacetin has sent the price to yen 9.50 per pound. Codeine phosphate is in a strong position, and the price is yen 40.00 per 25 grams, with advancing tendency. Salicylate of bismuth is active for the season, advancing yen 1.00 higher than last week and is now quoted at yen 11.00 per pound. A further advance is expected. Zinc powder is active, and stocks are small. Sellers are quoting yen 58.00 per 242 pounds.

Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

30562—A manufacturing chemist in Bohemia desires to purchase in very large quantities the following: Soaps, shaving soaps in stocks, petrolatum, stearine, starch, rice powder, all kinds of vegetable oils, essential oils, paraffin, oxide of zinc, vanillin, cumarin, menthol, argentum nitricum, witch-hazel, chewing gum, colophonium, sandarac, damar, hypophosphite, and other chemicals. The sole agency for the sale of these goods is also desired. Quotations, with samples, are requested. References.

30593—A merchant in Czechoslovakia desires to purchase and secure an agency for toilet and laundry soaps, colored soaps, chemicals, shaving sticks, and drugs. These goods are needed in car-load lots. Payment will be made in cash, or if agreeable to exporter, in carload lots of herbs and drugs. Reference.

30607—An agency is desired by a man in Switzerland for the sale of chemicals for industrial purposes, oils, oil products, materials for soap making and for paper making, tanning materials, textiles, leather, and semiprecious metals and ores. Quotations should be given f.o.b. New York. Correspondence may be in English. References.

30619—A manufacturer in Czechoslovakia desires to purchase at once about 90,000 kilograms of crystallized soda for glass-manufacturing purposes and requests that prices and shipping details be forwarded. Correspondence may be in English. Payment, in United States currency.

30640—A commercial agent in Spain desires to secure an exclusive agency for the sale of aniline oil, phenol crystals, salicylic acid, bichromate of soda, bichromate of potash, hematin crystals, hematin paste, betanaphthol, paranitraniline, nigrosine, ultramarine blue, chloride of lime, sodium sulphate, lead acetate, castor oil, coconut oil, paraffin, tannic extracts, and in general all products used in dyeing and tanning. Quotations should be given c. i. f. Spanish port, or f. o. b. New York. Payment, cash against documents. Correspondence should be in Spanish. References.

30710—An agency is desired by a manufacturers' agent in Australia for the sale of medicines and drugs put up in tablet form, talc powder, perfumery, toilet soaps, and general toilet articles. Reference.

30712—A merchant in Italy desires to secure agencies for the sale of cocoa, cocoa beans, cocoa butter, cocoa powder, tin-foil, and chemical and pharmaceutical products. Quotations should be given c. i. f. Genoa. Payment against documents through bank. Correspondence may be in English. References.

30713—The purchase of large quantities of California honey of first quality is desired by a man in Switzerland. Correspondence should be in French or German. Reference.

30727—An American exporting company desires to purchase and secure agencies for the sale of dyestuffs, glucose, and cornstarch. Reference.

Foreign Trade Notes

Sir S. W. Royse & Co., Ltd., of Manchester, report under date of August 29: "Business in chemicals has been fairly well sustained in spite of the holiday season, and prices on the whole remained steady. Carbonate of potash has advanced and is firm. Caustic potash is in moderate inquiry. There is a steady demand for sulphate of potash. Montreal potashes continue in short supply. The good demand continues for white powdered arsenic, and stocks are small. There is more inquiry for yellow prussiates, especially for soda, and makers hold firmly to their price for stocks. Tartaric acid continues in good request for both home and export, and a fair business has been done for delivery well ahead. Cream of tartar has advanced strongly with better export demand, and the market is firm. Citric acid continues steady. Bichromates of potash and soda are firmer, and second hand parcels are scarce."

The Directory of Chemical Industries in Canada for the Honorary Advisory Council for Scientific and Industrial Research by the Dominion Bureau of Statistics, and issued as a part of the Census of Industry, states that there are now 634 plants manufacturing chemical products in Canada. Of these 293 are in Ontario and 161 in Quebec.

DECLINE IN NITRATE OUTPUT

The decline in the output of Chilean nitrate has been heavy since the armistice, according to Consul C. F. Deichman, of Valparaiso, who says production is less than half what it was a year ago, and only 56 out of 114 plants are now in operation, according to official statistics. At the several ports along the coast conditions are bad on account of the nitrate business being almost at a standstill, and most of the workmen of Bolivian or Peruvian origin were returning home and the number of Chilean workmen is also much reduced.

The Chilean Association of Nitrate Producers is trying to hold up the price of nitrate to 10s 1d per quintal (46 kilos or 101 pounds) in Chilean ports for the so-called ordinary or 95 per cent nitrate, and 10s 4d for the refined nitrate (96 per cent). Some small sales were made by outside sellers in the past few weeks at 8s 11d per quintal for the ordinary and 9s 1d per quintal for some 96.1 per cent nitrate, but the latter can hardly be considered the market price, as the principal producers belong to the association and must abide by the selling price fixed by that organization. The association is now discussing the question of reducing the price, but has not yet come to any decision.

IMPORTS OF TIN IN 1918

The output of tin from domestic ore in 1918 was only 68 tons, nearly all of it obtained from placers in Alaska.

The tin imported in 1918, as metal and in concentrates, amounted to 82,854 short tons, the largest quantity yet brought into the country in any one year.

Deposits of tin ore are found in California, Virginia, North Carolina, South Carolina, South Dakota, Washington, Nevada and New Mexico, but the ore at some of them contains so little tin that it can not be mined with profit.

Tin concentrate from Bolivia was handled at four tin-smelting plants in this country, which produced from it over 10,000 tons of metallic tin.

Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

NOTICE—The prices herein quoted are for large quantities in original packages. All prices are quoted on a basis of avoirdupois pounds and ounces and American gallons. Where the price of a product is indicated by two sets of figures separated by a dash (.16 — .19), it means that various manufacturers or importers of the item quote different prices which are all included within this range.

For the ready reference of foreign buyers, the following table of equivalents is published:

- 1 Imperial Gallon (Brit.)—1.20 Amer. Gallons
- 1 American Gallon—833 Imperial Gallon
- 1 American Gallon—3.79 liters
- 1 Liter—.264 American Gallon
- 1 American Gallon (H₂O) weighs 8 pounds
- 1 Pound (Avoirdupois) weighs .454 kilogram
- 1 Kilogram weighs 2.20 pounds (Avoirdupois)

Fine Chemicals

Acetanilid, C.P., bbls., blk.	.46
Acetone	.13½ — .15
Acetphenetidin	2.25 — 2.30
Acornitine, Sulph., ¼-oz. vials	2.55
Adeps Lanae, hydrous	.20
Anhydrous	.26
Alcohol 188 proof	4.70
190 proof, U.S.P.	4.75
Cologne Spirit, 190 proof	5.00
Wood, ref. 95 p.c.	1.30
97 p.c.	1.33
Denatured, 180 proof	1.48
188 proof	1.52
Aldehyde	.55 — 1.45
Alolin U.S.P., pow.	1.00
Ammonium, Acetate, cryst.	.65 — .70
Benzozate, U.S.P.	4.00
Bichromate, C. P.	.95 — 1.00
Bromide, gran., bulk.	.54 — .55
Carb.Dom.U.S.kegs, powd.	.12 — .12½
Chloride U.S.P.	.24 — .25
Hypophosphite	2.10 — 2.15
Iodide	.48 — .485
Molybdate, Pure	.415
Nitrate, cryst., C. P.	.25 — .26
Gran.	.54
Oxalate, Pure	.83 — .85
Persulphate	.95 — 1.05
Phosphate (Dibasic)	.50 — .60
Salicylate, U.S.P.	.95 — 1.00
Amyl Acetate, bulk, drums	3.65 — 3.75
Antimony Chlor. (Sol. butter of Antimony)	.18 — .20
Needle powder	.09 — .11
Sulphate, 16-17 per cent free sulphur	.35 — .74
Antipyrine, bulk	.60 — 6.50
Apomorphine Hydrochloride	.06 — .26.80
Argols	.08 — .11
Arsenic, red	.23 — .25
White	.09½ — .10
Aspirin	.80 — .95
Atropine, Alk. U.S.P., 1-oz. v.	— 30.00
Sulphate, U.S.P., 1-oz. v.	17.00 — 18.00
Barbituric Carb. prec., pure	.28 — .29
*Chlorate, pure	.50 — .60
Bay Rum, Porto Rico	3.20
St. Thomas	3.70 — 3.80
Benzaldehyde (see bitter oil of almonds)	4.25 — 4.50
Benzonaphthol	4.20 — 4.50
Berberine, Sulphate, 1-oz. v.	3.00
Bismuth Ammon. Citr., U.S.P.	5.80
Citrate, U.S.P.	3.60
Oxide, pd.	3.90
Oxychloride	3.30
Salicylate	3.06
Subbenzoate	4.70 — 4.75
Subcarbonate, U.S.P.	3.30
Subgallate	3.30
Subiodide	5.45
Subnitrate	3.00
*Nominal	

Bismuth Subsalicylate	— 3.60
Tannate	— 2.80
Borax, in bbls., crystals	.07½ — .08
Crystals, U.S.P., Kegs	.08 — .08½
Bromides, See Potass. Brom., etc.	
Bromine, tech., bulk	— .55
Cadmium Bromide, crystals	1.75 — 1.80
Iodide	— 4.40
Metal sticks	1.40 — 1.45
Caffeine, alkaloid, bulk	— 7.25
Hydrobromide	8.50 — 9.00
Citrate, U.S.P.	6.00 — 6.25
Phosphate	10.00 — 11.00
Sulphate	9.50 — 10.00
Cadmium Bromide, crystals	1.75 — 1.80
Iodide	— 4.60
Phosphate, Precip.	.21 — .23
Sulphocarbonate	.85 — .90
Calomel, See Mercury	
Camphor, Am. ref'd bbls.	— 3.30
16's in 1-lb. carton	3.35 — 3.40
24's in 1-lb. carton	3.35 — 3.40
32's in 1-lb. carton	3.35 — 3.40
Japan refined, 2½ lb. slabs	— 3.30
Monobromated, bulk	4.50 — 4.55
Caramel	1.05 — 1.10
Casein, C. P.	.45 — .49
Castor Oil, AA bbls.	— .21
Cerium Oxalate	— .80
Heavy	.04 — .06
Chloral Hydrate, U.S.P. crystals, drums incl'd 100lb. lots	— .95
Chloroform, drums, U.S.P.	— .30
Cinchonidin, Alk. crystals—oz.	— 1.06
Chrysarobin, U.S.P.	— 4.00
Cinchonine, Alk., crystals—oz.	— .61
Sulphate	— .35
Citrates, See Iron Citrate, etc.	
Cocaine, Hydrochl. gran.—oz.	— 9.50
cryst., bulk	— 9.75
Cocoa Butter, bulk	— .47
Cases, fingers	.50 — .52
Codeine, Alk., 10-oz. lots—oz.	— 10.65
Nitrate	— 9.55
Phosphate	— 8.00
Sulphate	— 8.50
Cod Liver Oil, Newf'd. bbls.	— 90.00
Norwegian	— 135.00
Collodion, U.S.P.	.35 — .37
Corrosive Sublimated, see Mercury	
Coumarin, refined, see Aromatic	
Cream of Tartar, cryst. U.S.P.	.53 — .55
Powdered, 99 p.c.	.53 — .55
Creosote, U. S. P.	1.40 — 1.45
Carbonate	.22 — .25
Creosol, U.S.P.	— .25
Dionin, See Morph. Ethyl Hydrochl.	
Dover's Powder, U.S.P.	2.80 — 3.00
Emetine, Alk., 15 gr. vials—ea.	— 2.00
Hydrochloride, U.S.P.	34.00 — 35.00
15 gr. vials—ea.	— 1.35
Epsom Salts, see Mag. Sulphate	
Ether, U.S.P., Conc.	— .19
Washed	— .26
Nitrous, conc.	1.10 — 1.11
U.S.P., 1880	— .34
Anaesthesia	— .23
Eucalyptol, U.S.P.	1.20 — 1.25
Formaldehyde	— 22½
Gelatin, silver	1.10 — 1.15
*Gold	— .15
Glycerin, C. P.	
Drums and bbls. added	— .20
C. P. in cans	— .22
Dynamite, drums included	— 19½
Saponifications, loose	— .13
Soap Lye, loose	— 12½
Guaiacol, liquid	— 10.00
Crystals	— 13.00
Carbonate	— 12.00
Guarana	— .85
Haarlem Oil, dom.	— 4.50
Imported	— 6.00
Hexamethylenetetramine	— 1.00
Hydrogen Peroxide, U.S.P., 10 gr. lots	
4-oz. bottles	— 7.25
12-oz. bottles	— 16.25
16-oz. bottles	— 19.25
Hydroquinone, bulk	2.00 — 2.05
Iodides, See Potass. Iodide, etc.	
Iodine, Resublimed	— 4.50
Iodoform, Powdered, bulk	— 5.25
Crystals	— 5.75

Iron Citrate, U.S.P., VIII.	— 1.20
and Ammon. Citrate, U.S.P.	— 1.13
Green scales, U.S.P.	— 1.41
Iodide	— 4.25
Phosphate, U.S.P.	— 1.08
Pyrophosphate, U.S.P.	— 1.13
*Kamala, U.S.P.	— 4.00
Lanolin, hydrous, cans U.S.P.	— .20
Anhydrous, cans	— .26
Lead Iodide, U.S.P. VIII.	— 3.40
Licorice, U.S.P., Mass.	.60 — .62
Powdered	.95 — 1.05
Lithium Carbonate	— 1.50
Citrate	— 2.50
Lupulin	2.25 — 2.50
Lycopodium, U.S.P.	1.75 — 1.80
Magnesium Carb. U.S.P. bbls.	.12 — .12½
Glycerophosphate	— 4.55
Hypophosphate	1.65 — 1.70
Oxide, tins light	— 1.10
Peroxide, cans	— 2.15
Salicylate	.60 — .65
Sulphate, Epsom Salt, tech.	
100-lbs.	— 2.25
U.S.P. 100-lbs.	2.50 — 2.75
Manganese Glycophosphos	3.25 — 3.35
Hypophosphite, U.S.P., VIII.	2.00 — 2.10
Iodide	— 5.00
Peroxide	.75 — .80
Sulphate, crystals	— .55
Menthol, Japanese	8.75 — 9.00
Mercury, flasks, 75 lb.	105.00 — 110.00
Bisulphate	— 1.34
Blue Mass	— .84
Powdered	— .86
Blue Ointment, 30 p.c.	— .82
50 p.c.	— 1.15
Citric Ointment	— .60
Calomel, Amer.	— 1.76
Corrosive Sublimated cryst.	— 1.63
Powdered, Granular	— 1.58
Iodide, Green	— 4.11
Red	— 4.21
Yellow	— 4.11
Red Precipitate	— 1.93
Powdered	— 2.03
White Precipitate	— 2.05
Powdered	— 2.10
with chalk	— .84
Methyl salicylate, see Aromatic	
Methylene Blue, medicinal	— 12.00
Milk, powdered	.22 — .23
Mineral Oil, white	1.00 — 2.00
Morphine, Acet., 25-oz.	— 8.80
Hydrochloride	— 8.80
Sulphate	— 13.10
Diacetyl, Alkaloid 10-oz.	— 11.85
Diethyl Hydcl.	— 13.45
Ethyl Hydcl.	— 13.45
Naphthalene, See Coal Tar Products.	
Olive Oil, See Oils, Pg. 27	
Opium, cases, U.S.P.	7.50 — 8.00
Granular	— 9.25
Powdered, U.S.P.	— 9.25
Oxgall, pure U.S.P.	1.50 — 1.55
Papain	3.50 — 4.00
Paraffin White Oil, U.S.P. gal.	3.10 — 3.60
Paris Green, kegs	.30 — .31
Petrolatum, light amber bbls.	.05½ — .06
Cream White	.07 — .08
Lily White	.09½ — .10
Snow White	.13 — 1.34
Phenolphthalein	1.75 — 1.80
Phosphorus, yellow	.68 — .70
Red	— 9.50
Pilocarpine	— 6.50
Podophyllin	— 1.00
Potassium acetate	— 2.23
Bicarbonate, U.S.P.	.45 — .50
Bisulphate	.75 — .85
C. P.	.50 — .55
Bromide Crystals, bulk	.49 — .50
Granulated	.19 — .20
Chlorate	— 1.80
Chromate, crystals, yellow, tech. 1-lb. e. b. 10.	— .75
Citrate, bulk, U.S.P.	— 1.80
Glycerophosphate, 75% oz.	1.75 — 2.00
Hypophosphite, bulk	1.95 — 2.00
Iodide, bulk	3.50 — 3.55
Lactophosphate	— 1.00
Permanganate, U.S.P.	.55 — .56
*Nominal	

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Established 1837

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ETHYL CHLORIDE
NITRATE SILVER
SOLUBLE COTTON AND ITS SOLVENTS
SULPHITE SODA
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Morphine and its Salts
Potassium Iodide
Quinine and its Salts
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Salts
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Fine Chemicals, Acids, and Crude Drugs

Potassium Salicylate.....lb.	1.55	1.60
Sulphate, C.P.....lb.	1.11	1.16
Tartrate, powdered.....lb.	—	1.25
Procaine, oz. bottles.....	7.00	7.50
5 gr. bottles.....	1.50	1.60
Quicksilver, See Mercury		
Quinine Sulph., 100-oz. tins.....oz.	—	.80
1-oz. tins.....oz.	—	.88
Second Hands, Java.....oz.	1.35	1.40
Second Hands, American.....oz.	1.35	1.40
Bisulphate, 100-oz. tins.....oz.	—	.80
Alkaloid.....oz.	—	1.17
Acetate.....oz.	—	1.17
Benzoate.....oz.	—	1.17
Citrate.....oz.	—	1.17
Dihydrochloride.....oz.	—	1.17
Hydrochloride.....oz.	—	1.07
Hypophosphite.....oz.	—	1.17
Phosphate.....oz.	—	1.07
Salicylate.....oz.	—	1.07
Tannate.....oz.	—	.80
Quinidine Alk. crystals, tins.....oz.	—	1.06
Sulphate, tins.....oz.	—	.70
Roscorin crystals, U. S. P.....lb.	6.00	6.25
Rochelle Salt, crystals, bxs.....lb.	—	.43
Powdered, bbls.....lb.	—	.43
Rosewater, triple.....lb.	11.50	12.00
Saccharin, U.S.P., soluble.....lb.	3.50	3.75
U.S.P., Insoluble.....lb.	3.50	3.75
Salicin, bulk.....lb.	—	30.00
Salol, U.S.P., bulk.....lb.	.85	.90
Santonin, cryst., U.S.P.....lb.	—	110.00
Powdered.....lb.	—	10.00
Seidlitz Mixture, bbls.....lb.	—	33 1/2
Silver nitrate, 500 oz. lots.....oz.	.73	.74
Soap, Castile, white, pure.....lb.	—	.36
Powd. U.S.P., bbls.....lb.	.41	.42
Marseilles, white.....lb.	.19	.20
Green, pure.....lb.	.15	.16
Ordinary.....lb.	.15	.16
Sodium, Acetate, U.S.P., gran.....lb.	.25	.28
Benzoate, gran.....lb.	.80	.85
Bicarb. U.S.P., powd., bbls.....lb.	.0234	.025
Bromide, U.S.P., bulk.....lb.	.49	.50
Cacodylate.....oz.	—	1.40
Chlorate, U.S.P. 8th Rev.		
crystals, c.b. 10.....lb.	.15 1/2	.16
Granular, c.b. 10.....lb.	—	.20
Citrate, U.S.P., Cryst VIII.....lb.	—	1.15
Granular, U.S.P. IX.....lb.	—	1.30
Cyanide 96-98, see Heavy Chemicals		
Glycerophosphate, crystals.....lb.	2.15	2.20
Hypophosphite, U.S.P.....lb.	1.00	1.05
Iodide, bulk.....lb.	—	4.00
Peroxide.....lb.	.35	.40
Phosphate, U.S.P., gran.....lb.	—	.13
Recryst.....lb.	.17	.18
Dried.....lb.	.40	.45
Salicylate, U.S.P.....lb.	.55	.60
Sulph. (Glauber's Salt).....lb.	.0194	.0194
Strontium Brom. Cryst, blk.....lb.	.50	.51
Carbonate, pure.....lb.	.40	.45
Iodide, bulk.....lb.	—	3.70
Salicylates, U.S.P.....lb.	.50	.55
Salicylic, Bulk, U.S.P.....lb.	.45	.50
Strychnine Alk., cryst.....oz.	—	1.80
Acetate.....oz.	—	1.80
Nitrate.....oz.	—	1.80
Sulphate, crystals, bulk.....oz.	—	1.40
Sugar of Milk, Powdered.....lb.	.34	.36
Cartons, 1 lb.....lb.	—	.40
Sulphonol, 100-oz. lots.....	1.15	1.20
Sulphonethylnethane, U.S.P.....lb.	16.00	16.75
Sulphonmethane, U.S.P.....lb.	13.00	14.00
Sulphur, roll, bbls.....100 lbs.	2.95	3.15
Flour, 100 p.c. pure.....100 lbs.	3.10	3.40
Flowers, 100 p.c. pure.....100 lbs.	3.30	3.60
Precip., U.S.P.....lb.	—	.17
Lac Sulphur.....lb.	—	.12
Tartar Emetic, tech.....lb.	.67	.67 1/2
U.S.P.....lb.	.73	.73 1/2
Terpin Hydrate.....lb.	.84	.85
Theobromine Alkaloid.....lb.	—	12.00
Thymol, crystals, U.S.P.....lb.	6.50	7.00
Iodide, U.S.P., bulk.....lb.	11.90	12.00
Tin, bichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	.60
Toluol. See Coal Tar Crude		
Turpentine, Venice, True.....lb.	4.50	4.75
Artificial.....lb.	.14	.15
Spirits, see Naval Stores		
Vanillin, see Aromatic Chemicals		
Veronal (See Barbitol)		
Witch Hazel, Ext., dble dist., bbl.....gal.	—	1.15
Zinc Carbonate.....lb.	—	.16
Chloride, U.S.P.....lb.	.45	.50
Iodide, bulk.....lb.	—	4.15
Metallic, C. P.....lb.	.45	.75
Oxide, U.S.P., bbls.....lb.	.22	.23
Stearate.....lb.	.38	.42

*Nominal

Acids

Acetic, 28 p.c. See Heavy Chemicals		
Glacial, See Heavy Chemicals		
Acetyl-salicylic.....lb.	.80	.95
Benzoic, from gum.....lb.	—	—
U.S.P., ex toluol.....lb.	.85	.90
Boric, cryst., bbls.....lb.	.1334	.14
Powdered, bbls.....lb.	.1334	.14
Butyric, Tech., 60 p.c.....lb.	1.45	1.55
Camphoric.....lb.	6.00	6.20
*Carbolic cryst., U.S.P. drs.....lb.	.14	.15
1-lb. bottle.....lb.	—	.22
5-lb. bottle.....lb.	—	.20
50 to 100-lb. tins.....lb.	.16	16 1/2
Liquid, U.S.P.....lb.	—	.19
Crude, 25%.....gal.	.24	.31
Chromic, U.S.P.....lb.	1.25	1.50
Chrysophanic.....lb.	—	5.00
Citric, crystals, bbls.....lb.	—	.93
Powdered.....lb.	—	.94
Second hands.....lb.	.95	.96
Cresylic, 95-100 p.c.....gal.	.75	.85
Formic, 75 p.c., tech.....lb.	.36 1/2	.38
Gallic, U.S.P., bulk.....lb.	1.40	1.45
Glycerophosphoric, 25 p.c.....lb.	—	2.50
Hydriodic, sp. g. 1.150.....oz.	—	.19
Hydrofluoric, see Heavy Chemicals		
Hydrosilicofluoric, 10 p.c. tech.....lb.	.40	.45
20 p.c. tech.....lb.	.50	.60
Hypophosphorous, 50 p.c.....lb.	2.40	2.50
U.S.P., 10 p.c.....lb.	.60	.65
Lactic, U.S.P., VIII.....lb.	—	2.20
U.S.P., IX.....lb.	—	2.40
Molybdic, C.P.....lb.	—	8.50
Muriatic, see Heavy Chemicals		
Nitric, see Heavy Chemicals		
Nitro Muriatic.....lb.	.20	.23
Nic, purified.....lb.	.23	.28
Oxalic, cryst., bbls.....lb.	.23	.24
Picric, kegs, see Intermediates		
Phosphoric, 85-88 p.c. U.S.P. lb.	.32	.33
50 p.c. tech.....lb.	.21 1/4	.23 1/2
Pyrogallie, resublimed.....lb.	2.30	2.35
Crystals, bottles.....lb.	2.00	2.10
Pyroligneous, purified.....lb.	.08	.10
Technical.....gal.	.12	12 1/2
Salicylic, Bulk, U.S.P.....lb.	—	.50
Sulphuric, C.P.....lb.	.08	.09
Sulphurous.....lb.	.06	.06 1/2
Tannic, technical.....lb.	.50	.60
U.S.P., bulk.....lb.	—	1.30
Tartaric Crystals, U.S.P.....lb.	.74	7 1/2
Powdered, U.S.P.....lb.	.74 1/2	.75
Trichloroacetic, U.S.P.....lb.	4.40	4.50

Crude Drugs

MISCELLANEOUS

Agar, Agar, No. 1.....lb.	—	.85
No. 2.....lb.	—	.80
No. 3.....lb.	—	.75
Almonds, bitter.....lb.	.45	.50
Sweet.....lb.	.45	.50
Meal.....lb.	.47	.52
Ambergris, black.....oz.	—	10.00
Grey.....lb.	—	23.00
Areca Nuts.....lb.	—	.30
Powdered.....lb.	.33	.35
Balm of Gilead Buds.....lb.	3.50	3.75
Burgundy Pitch, Dom.....lb.	.09	.09 1/2
Cantharides, Chinese.....lb.	1.15	1.20
Powdered.....lb.	1.25	1.30
Russian, whole.....lb.	—	3.50
Powdered.....lb.	3.75	4.00
Charcoal Willow, powdered.....lb.	.05 1/2	.07
Wood, powdered.....lb.	.04	.05
Civet.....oz.	2.50	2.75
Colocynth, Apples, Trieste.....lb.	.30	.35
Pulp, U.S.P.....lb.	.35	.36
Spanish Apples.....lb.	.45	.55

*Nominal

Cuttlefish Bones, Trieste.....lb.	.60	.62
Jewellers, large.....lb.	1.70	1.75
Small.....lb.	1.55	1.60
French.....lb.	.55	.60
Dragon's Blood, Mass.....lb.	.35	.40
Reeds.....lb.	2.50	2.75
Ergot, Russian.....lb.	—	4.00
Spanish.....lb.	—	4.00
Grains of Paradise.....lb.	—	.60
Hops, N. Y., 1918, prime.....lb.	.65	.80
Pacific Coast, 1918, prime.....lb.	.58	.67
Isinglass, American (see Agar Agar)		
Russian.....lb.	—	10.00
Kola Nuts, West Indies.....lb.	.19	.21
Honey, Calif.....lb.	.20	.22
Manna, large flake.....lb.	.75	.80
Small flake.....lb.	.57	.60
Moss, Iceland.....lb.	.21	.25
Irish.....lb.	.11	.15
Musk, pods, Cab.....oz.	—	—
Tonquin.....oz.	25.00	26.00
Grain, Cab.....lb.	23.00	25.00
Tonquin.....lb.	41.00	43.00
*Synthetic.....lb.	—	30.00
Nux Vomica, whole.....lb.	.07	.07 1/2
Powdered.....lb.	.12	.13
Poppy Heads.....lb.	—	1.25
Sandalwood.....lb.	.50	.55
Ground.....lb.	.55	.60
Scammony, resin.....lb.	2.95	3.20
Powdered.....lb.	3.05	3.30
Spermaceti, blocks.....lb.	.30	.31
Storax, liquid cases.....lb.	1.50	1.60
Tamarinds, bbls.....lb.	12 1/2	13
Kegs.....per keg	—	6.25

BALSAMS

Copaiba, Para.....lb.	.45	.50
South American.....lb.	.55	.60
Pir, Canada.....lb.	—	9.00
Oregon.....gal.	1.55	1.70
Peru.....lb.	3.40	3.50
Tolu.....lb.	1.50	1.60

BARKS

Angostura.....lb.	.28	.30
Basswood Bark, pressed.....lb.	.17	.21
Bayberry.....lb.	.22	.28
Blackhaw, of root.....lb.	.50	.60
of Tree.....lb.	.35	.40
Buckthorn.....lb.	—	.60
Calisaya.....lb.	.95	1.00
Cascara Sagrada.....lb.	.17	.18
Cascarilla, quills.....lb.	.24	.25
Siftings.....lb.	.12	.13
Chestnut.....lb.	.10	10 1/2
Cinchona, red quills.....lb.	.75	.85
Broken.....lb.	.55	.60
*Yellow "quills".....lb.	—	—
*Broken.....lb.	.60	.65
*Loxa, pale, bs.....lb.	—	—
*Powdered, boxes.....lb.	—	—
*Maracaibo, yellow, powd.....lb.	—	—
Condurango.....lb.	.10	10 1/2
Cotton Root.....lb.	.20	.22
Cramp (true).....lb.	.42	.45
Cramp (so-called).....lb.	.11	.12
Dogwood, Jamaica.....lb.	.09 1/2	.10
Elm, grinding.....lb.	.21	.25
Select bbls.....lb.	.40	.42
Hemlock.....lb.	.07	.08
Lemon Peel.....lb.	.10	10 1/2
Mezerion.....lb.	.22	.23
Oak, red.....lb.	.08	.09
White.....lb.	.06	.07
Orange Peel, bitter.....lb.	—	.12
Malaga, Sweet.....lb.	.12	.13
Trieste, sweet.....lb.	.10	.13
Prickly Ash, Southern.....lb.	.18	.20
Northern.....lb.	.18	.20
Pomegranate of Root.....lb.	.26	.28
of Fruit.....lb.	.25	.28
Sassafras, ordinary.....lb.	.35	.45
Select.....lb.	.45	.55
Simaruba.....lb.	.60	.65
Soap, whole.....lb.	.25	.26
Cut.....lb.	.22	.23
Crushed.....lb.	.60	.70
Wahoo, of Root.....lb.	.30	.35
of Tree.....lb.	.06	.07
Willow, Black.....lb.	.16	.17
White.....lb.	.07	.08
White Pine Rosed.....lb.	.07	.08
White Poplar.....lb.	.15	.28
Wild Cherry.....lb.	.08	.09
Witch Hazel.....lb.	—	—

*Nominal

BUTYRIC ETHER, ABSOLUTE

(ETHYL BUTYRATE)

Amyl Butyrate**Butyric Acid**

(All Grades)

Amyl Valerate**Amyl Acetate**

(All Grades)

Concentrated Foam

(Saponin, Pure)

ESTABLISHED 1882

THE NORTHWESTERN CHEMICAL CO.

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Mercury, Alkali Salts, Etc.*

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of placing their goods in the EASTERN MARKET would do
well to COMMUNICATE with us. Our outlet for goods is
VERY LARGE.

Crude Drugs—Roots, Gums, Herbs, Flowers, and Seeds

BEANS			LEAVES AND HERBS			Colchicum		
Calabar	..lb.	.45 — .50	*Aconite	..lb.	.60 — .70	Colombo, whole	..lb.	1.60 — 1.65
St. Ignatius	..lb.	— .35	Balmoney	..lb.	.11 — .13	Comfrey	..lb.	.24 — .29
St. John's Bread	..lb.	.09 — .12	Bay, true	..lb.	— .30	Culver's	..lb.	.25 — .26
Tonka, Angostura	..lb.	1.75	Belladonna	..lb.	— .18		..lb.	.23 — .24
Para	..lb.	1.15	Boneset, leaves and tops	..lb.	.16 — .18	Cranesbill, see Geranium.		
Surinam	..lb.	1.00 — 1.10	Buchu, short	..lb.	2.10 — 2.15	Dandelion, English	..lb.	.24 — .26
Vanilla, Mexican, whole	..lb.	4.50 — 5.50	Long	..lb.	2.25 — 2.50	American	..lb.	.21 — .22
Cuts	..lb.	3.25 — 3.50	Cannabis, true, imported	..lb.	— .55	Doggrass Dom.	..lb.	.39 — .45
Bourbon	..lb.	3.00 — 3.25	American	..lb.	.29 — .35	Cut Bermuda	..lb.	.29 — .30
South American	..lb.	3.25 — 3.75	Catnip	..lb.	.15 — .16	Echinacea	..lb.	.38 — .42
Tahiti, Yellow Label	..lb.	2.75 — 3.00	Chestnut	..lb.	.06 — .07	Elecampane	..lb.	.13 — .14
Green Label	..lb.	— 2.75	Chiretta	..lb.	.35 — .38	Galangal	..lb.	.28 — .30
BERRIES			*Coca, Huanuco	..lb.	.70 — .75	Gelsemium	..lb.	.13 — .14
Cubeb, ordinary	..lb.	1.30 — 1.35	Truxillo	..lb.	.18 — .19	Gentian	..lb.	.14 — .15
XX	..lb.	1.40 — 1.45	Coltsfoot	..lb.	.29 — .31	Geranium	..lb.	— .14
Powdered	..lb.	1.35 — 1.40	Conium	..lb.	.12 — .14	Ginger, Jamaica, unbleached	..lb.	.22 — .23
Fish	..lb.	.60 — .65	Corn Silk	..lb.	— .14	Bleached	..lb.	.26 — .27
Horse, Nettle, dry	..lb.	.40 — .45	Damia	..lb.	.12 — .14	*Ginseng, Cultivated	..lb.	3.00 — 9.00
Juniper	..lb.	.08 1/2 — .09	Deer Tongue	..lb.	.23 — .25	Wild, Eastern	..lb.	5.00 — 10.00
Laurel	..lb.	.08 — .10	Digitalis, Domestic	..lb.	.30 — .32	Northwestern	..lb.	5.00 — 22.00
*Poke	..lb.	.14 — .15	Imported	..lb.	.10 — .11	Southern	..lb.	—
Prickly Ash	..lb.	.15 — .16	Eucalyptus	..lb.	.15 — .16	Golden Seal	..lb.	5.75 — 6.00
Saw Palmetto	..lb.	.15 — .16	Euphorbia Pilulifera	..lb.	.14 — .15	Powdered	..lb.	6.25 — 6.75
Sloe	..lb.	.25 — .30	Grindelia Robusta	..lb.	1.20 — 1.25	*Hellebore, Black, Imported	..lb.	1.40 — 1.50
FLOWERS			Hennbane, German	..lb.	.45 — .50	White, Domestic	..lb.	.20 — .21
Arnica	..lb.	— .45	Domestic	..lb.	.65 — .68	Powdered	..lb.	.25 — .26
Powdered	..lb.	— .80	Henna	..lb.	.14 — .16	Imported	..lb.	—
Borage	..lb.	.60 — .70	Horehound	..lb.	.45 — .50	Ipecac, Cartagena	..lb.	2.80 — 3.00
Calendula	..lb.	— 2.75	*Jaborandi	..lb.	.08 1/2 — .09	Powdered	..lb.	2.80 — 3.00
Chamomile, German	..lb.	—	Laurel	..lb.	.10 — .11	Rio, whole	..lb.	— 3.25
Hungarian type	..lb.	.48 — .50	Life Everlasting	..lb.	.21 — .23	Powdered	..lb.	.70 — .80
Roman	..lb.	.35 — .40	Liverwort	..lb.	.22 — .25	Jalap, whole	..lb.	.18 — .19
Spanish	..lb.	— .45	Lobelia	..lb.	.25 — .26	Kava Kava	..lb.	.85 — .90
Clover Tops	..lb.	.11 — .12	Matricaria	..lb.	.50 — .52	Lady Slipper	..lb.	.80 — .90
Dogwood	..lb.	.17 — .18	*Marjoram, African	..lb.	.50 — .51	Licorice, *Russian, cut	..lb.	.17 — .19
Elder	..lb.	.50 — .55	French	..lb.	.16 — .17	Selected	..lb.	.27 — .28
Insect, open	..lb.	.55 — .60	Motherwort herb	..lb.	.76 — .83	Powdered	..lb.	.24 — .25
Closed	..lb.	.65 — .70	Pennyroyal	..lb.	.12 — .16	*Lavage, American	..lb.	.27 — .29
*Powd. Flowers and stems	..lb.	.65 — .70	Peppermint, American	..lb.	.26 — .29	Manaca	..lb.	.22 — .23
Powd. Flowers	..lb.	.65 — .70	Pichi	..lb.	.11 — .12	Mandrake	..lb.	.175 — 2.00
*Kousso	..lb.	.24 — .25	Prince's Pine	..lb.	.21 — .22	Musk, Russian	..lb.	.22 — .23
Lavender, ordinary	..lb.	.30 — .35	Pulsatilla	..lb.	.12 — .14	Oriss, Florentine bold.	..lb.	.21 — .22
Select	..lb.	.35 — .37	Queen of the Meadow	..lb.	.250 — 3.00	Verona	..lb.	.30 — .32
Linden, with leaves	..lb.	.65 — .70	Rose, red	..lb.	.10 — .11	Pareira Brava	..lb.	.29 — .31
Without Leaves	..lb.	1.00 — 1.10	Rosemary	..lb.	1.25 — 1.28	Pellitory	..lb.	.75 — .80
Malva, blue	..lb.	.55 — .60	Rue	..lb.	.12 — .14	Pink, true	..lb.	.16 — .20
Black	..lb.	1.68 — 1.70	Sage, Austrian, stemless	..lb.	— .65	Pleurisy	..lb.	.13 — .14
Mullein	..lb.	1.95 — 2.00	*Grinding	..lb.	—	Poke	..lb.	.12 — .14
Orange	..lb.	.95 — 1.10	Greek, stemless	..lb.	.10 — .10 1/2	Rhatany	..lb.	—
Poppy, red	..lb.	.69 — .70	Spanish	..lb.	.07 1/2 — .07 3/4	*Rhbarb Shensi	..lb.	—
Rosemary	..lb.	.32 — .34	Savory	..lb.	.20 — .20 1/2	Chips	..lb.	—
Saffron, American	..lb.	14.00 — 15.00	Senna, Alexandria, whole	..lb.	.60 — .65	Cuts	..lb.	—
Valencia	..lb.	—	Half Leaf	..lb.	.24 — .25	High Dried	..lb.	1.65 — 1.90
Tilia (see Linden)	..lb.	—	Powdered	..lb.	.40 — .42	Sarsaparilla, Honduras	..lb.	.65 — .66
GUMS			Tinnevely	..lb.	.14 — .20	American	..lb.	.45 — .50
Aloes, Barbados	..lb.	.98 — 1.05	Pods	..lb.	.10 — .12	Mexican	..lb.	1.70 — 1.75
Cape	..lb.	.13 — .15	Skullcap, Western	..lb.	.40 — .45	Senega, Northern	..lb.	1.70 — 1.75
Curacao, cases	..lb.	.09 — .09 1/2	Spearment American	..lb.	.20 — .22	Southern	..lb.	.75 — .80
Socotrine, whole	..lb.	.85 — .90	Squaw Vine	..lb.	.27 — .30	Serpentaria	..lb.	.20 — .22
Powdered	..lb.	— 1.00	Stramonium	..lb.	.30 — .32	Skunk Cabbage	..lb.	.38 — .40
Ammoniac, tears	..lb.	—	Tansy	..lb.	.11 — .11 1/2	Snake, Canada natural	..lb.	.50 — .55
Powdered	..lb.	—	Thyme, Spanish	..lb.	.14 — 1.47 1/2	Stripped	..lb.	.30 — .32
Arabic, firsts	..lb.	.35 — .40	Uva Ursi	..lb.	.09 — .10	Spikenard	..lb.	.12 — .13
*Seconds	..lb.	.16 — .16 1/2	Witch Hazel	..lb.	.08 — .10	Squill, white	..lb.	.13 — .14
Sorts Amber	..lb.	3.50 — 3.75	Wormwood imported	..lb.	.14 — .15	Stillingia	..lb.	.12 — .14
Powdered	..lb.	5.75 — 6.00	Yerba Santa	..lb.	—	Stone	..lb.	.11 1/2 — .12
Asafoetida, whole, U.S.P.	..lb.	.80 — 1.00				Turmeric Madras	..lb.	.09 — .09 1/2
Powdered	..lb.	.36 — .38				Aleppy	..lb.	.07 — .08
Benzoil, Siam	..lb.	.11 — .15				China	..lb.	.50 — .55
Sumatra	..lb.	1.40 — 1.50				Unicorn false (Helonias)	..lb.	.55 — .60
Camphor, ref. See Pg. 32 Col. 2	..lb.	.28 — .30				True (Aletia)	..lb.	.70 — .75
Catechu	..lb.	.35 — .40				Valerian, Belgian	..lb.	—
Chicle, Mexican	..lb.	1.38 — 1.45				*English	..lb.	—
Euphorbium	..lb.	.11 — .12				*German	..lb.	— 1.25
Powdered	..lb.	1.80 — 1.85				*Japanese	..lb.	.13 — .15
Galbanum	..lb.	.70 — 1.00				Yellow Dock	..lb.	— .20
Gambier	..lb.	.83 — .90						
Gamboge	..lb.	.49 — .59						
Guaiac	..lb.	1.10 — 1.15						
Hemlock	..lb.	.85 — .90						
Kino	..lb.	.70 — .78						
Mastic	..lb.	.16 — .19						
Myrrh, Select	..lb.	.18 — .30						
Sorts	..lb.	.45 — .48						
Siftings	..lb.	1.00 — 1.50						
Olibanum, siftings	..lb.	1.60 — 1.65						
Tears	..lb.	— 28.00						
Opium, See Pg. 33, Col. 3	..lb.	3.50 — 3.75						
Sandarac	..lb.	— 2.50						
*Senegal, picked	..lb.	—						
Sorts	..lb.	—						
Spruce	..lb.	—						
Storax, Art. cases	..lb.	—						
*Thus, per bbl.	..lb.	—						
Tragacanth, Aleppo first	..lb.	—						
Seconds	..lb.	—						
*Thirds	..lb.	—						
*Nominal.	..lb.	—						

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*Cumin, Levant	lb.	—	—
*Malta	lb.	—	—
Morocco	lb.	.11 1/2	.12
Dill	lb.	.15	.15 1/4
Fennel, French	lb.	.14	.14 1/2
*German, small	lb.	—	—
*Roumanian, small	lb.	—	—
Flax, whole	per bbl.	20.00	22.00
Ground	lb.	.12	.13
Foenugreek	lb.	.04 1/2	.05
Hemp, Manchurian	lb.	.09	.09 1/4
Chilian	lb.	.09	.09 1/4
Job's Tears, white	lb.	.05 1/2	.06
Larkspur	lb.	.29	.30
Lobelia	lb.	.60	.65
Mustard, Bari, Brown	lb.	—	—
*Dutch	lb.	—	—
Bombay, Brown	lb.	.15 1/4	.16
California brown	lb.	.21 1/2	.22
Chinese, Yellow	lb.	.08	.08 1/2
English, yellow	lb.	.25	.26
Parsley	lb.	.28	.29
Poppy, Dutch	lb.	.45	.47
Russian blue	lb.	—	—
Indian	lb.	.25	.25 1/4
Quince	lb.	—	.95
Rape, English	lb.	—	—
Japanese small	lb.	.12	.12 1/2
Domestic	lb.	.08 1/2	.09
Sabadilla	lb.	.15	.15 1/4
Stramonium	lb.	.25	.26
Strophanthus, Hispidus	lb.	1.55	1.60
Kombe	lb.	1.75	2.00
Sunflower, domestic	lb.	.22	.22 1/4
South American	lb.	.10 1/2	.11
Worm, American	lb.	—	.35
Levant	lb.	1.15	1.25

SPICES

Capsicum, African pods	lb.	.12 1/2	.14
Bombay	lb.	.15	.16
Japan Caps	lb.	—	.16
Cassia Buds	lb.	.22	.24
China, Selected, mats.	lb.	.19	.20
Saigon, assortment	lb.	.20	.21
Chillies, Japan	lb.	.20	.21
Mombasa	lb.	.14	.14 1/2
Cinnamon, Ceylon	lb.	.33	.43
Cloves, Zanzibar	lb.	.40	.41
Amboyas	lb.	.44	.45
Penang	lb.	.70	.80
Ginger, African	lb.	.14	.14 1/2
Jamaica, white good	lb.	.22	.23
Japan	lb.	.16 1/2	.17
Mace, Banda, No. 1	lb.	.49	.50
Banda, No. 2	lb.	.45	.46
Batavia, No. 2	lb.	.42 1/2	.43
Nutmegs, 110s	lb.	.27	.28
Pepper, Black, Sing.	lb.	.19	.20
White	lb.	.33 1/2	.33 1/2
Pimento, Select	lb.	.09	.09 1/4

WAXES

Bayberry	lb.	.52	.54
Bees, light, crude	lb.	.43	.44
Light, refined	lb.	.48	.49
Dark	lb.	.47	.48
Candelilla	lb.	.31	.32
Caruba, Flor.	lb.	—	—
No. 1, North Country	lb.	.90	.91
No. 2, North Country	lb.	.70	.75
No. 3, Fatty Gray	lb.	.56	.58
Chalky	lb.	.50	.52
Ceresin, Yellow	lb.	.16	.18
White	lb.	.18	.23
Japan	lb.	.19	.19 1/2
Montan, crude	lb.	.35	.36
*Bleached	lb.	—	—
Ozokerite, crude, brown	lb.	.35	.36
*Green	lb.	—	—
*Refined, white	lb.	—	—
*Domestic	lb.	—	—
Refined, yellow	lb.	—	—
Paraffin, ref'd 128-139 deg. m.p.	lb.	.09	.09 1/4
*Foreign, 130-132 deg. m.p.	lb.	.10	.10 1/2
Stearic Acid, see Vegetable Oils, pg. 31			
*Nominal			

Essential Oils

Almond, bitter	lb.	9.25	9.50
Bitter, U.S.P.	lb.	9.50	9.75
Artificial, U.S.P.	lb.	1.50	2.00
Sweet	lb.	1.00	1.10
Peach Kernel	lb.	.40	.45
Amber, crude	lb.	1.75	2.00
Rectified	lb.	2.00	2.25
Anise, U.S.P.	lb.	1.55	1.65
Bay	lb.	3.75	4.00
Bergamot	lb.	4.70	4.75
Synthetic	lb.	2.50	3.00
*Bois de Rose	lb.	—	9.00
Cade	lb.	1.00	1.10
Cajuput, U.S.P.	lb.	1.00	1.25
Camphor, Sassafrassy	lb.	.12	.14
Japanese, white	lb.	.22	.23
Caraway, Rectified	lb.	6.50	6.75
Cassia, Technical	lb.	2.35	2.40
Lead, Free	lb.	2.45	2.50
Redistilled, U.S.P.	lb.	2.90	2.95
Cedar, Leaf	lb.	—	2.25
Cedar Wood, light	lb.	.25	.26
Cinnamon, Ceylon, heavy	lb.	—	28.00
Citronella, Ceylon	lb.	.46	.47
Java	lb.	.30	.30
Cloves, can	lb.	2.85	3.00
Bottles	lb.	3.00	3.05
Copaiba, U.S.P.	lb.	.85	.90
*Coriander, U.S.P.	lb.	—	65.00
Cubeb, U.S.P.	lb.	8.00	8.50
Cumin	lb.	8.50	9.00
Erigeron	lb.	—	9.00
Eucalyptus, Australian, U.S.P.	lb.	.65	.75
Fennel, sweet, U.S.P.	lb.	2.75	3.00
Geranium, Rose Algerian	lb.	9.50	10.00
Bourbon (Reunion)	lb.	9.00	9.25
Turkish	lb.	5.00	5.25
Ginger	lb.	7.00	7.50
Gingergrass	lb.	—	3.25
Hemlock	lb.	—	.90
Juniper Berries, rect.	lb.	7.50	7.75
Twice rect.	lb.	7.75	8.50
Wood	lb.	1.50	2.00
Lavender Flowers, U.S.P.	lb.	9.25	9.50
Garden	lb.	.75	1.00
Spike	lb.	1.20	1.75
Lemon, U.S.P.	lb.	1.10	1.15
Lemongrass, Nat.	lb.	2.00	2.10
Limes, Expressed	lb.	3.75	4.00
Distilled	lb.	1.10	1.25
Linaloe	lb.	7.00	7.25
Mace, distilled	lb.	1.65	1.70
Mirbane, ref. see Aromatic Chemicals			
Mustard, natural	lb.	—	30.00
Artificial	lb.	11.00	11.50
Neroli, bigarade	lb.	95.00	105.00
Petale	lb.	120.00	130.00
Artificial	lb.	15.00	30.00
Nutmeg, U.S.P.	lb.	1.60	1.75
Orange, bitter	lb.	2.25	2.30
Sweet, West Indian	lb.	2.25	2.30
Italian	lb.	3.00	3.10
Origanum, Imitation	lb.	.42	.45
Orris Concrete	oz.	5.00	5.25
Patchouli	lb.	17.00	18.00
Pennyroyal, domestic	lb.	1.70	1.80
Imported	lb.	1.50	1.60
Peppermint, tins	lb.	7.65	7.75
Redistilled, U.S.P.	lb.	8.00	8.25
Petit Grain, So. America	lb.	3.90	4.00
French	lb.	9.00	9.50
Pinus Sylvestris	lb.	2.25	2.50
Pumilio	lb.	5.35	5.50
Rose, French	oz.	15.00	17.00
Bulgarian	oz.	17.50	20.00
Artificial	oz.	2.50	3.50
Rosemary	lb.	1.10	1.30
Safrol	lb.	.70	.75
Sandalwood, East India	lb.	10.75	11.00
West Indies	lb.	6.00	6.50
Sassafras, natural	lb.	1.90	1.95
Artificial	lb.	.65	.70
Savin	lb.	6.00	6.25
Spearmint	lb.	—	10.75
Spruce	lb.	—	.90
Tansy, Amer.	lb.	4.00	4.25
Thyme, red, French, U.S.P.	lb.	1.85	2.00
White, French	lb.	2.00	2.25
Wintergreen, sweet birch	lb.	5.75	6.00
Genuine Gaultheria	lb.	9.50	10.00
Synthetic, U.S.P.	lb.	—	.60
Wormseed, Baltimore	lb.	4.50	4.75
Wormwood, Dom.	lb.	7.00	7.50
Ylang Ylang, Bourbon	lb.	15.00	16.00
Manila	lb.	25.00	30.00
Artificial	lb.	—	10.00

OLEORESINS

Aspidium (Malefern)	lb.	10.00	11.00
Capsicum, 1-lb. bottles	lb.	—	4.00
Cineb	lb.	7.75	8.00
Ginger	lb.	3.25	3.50
Malefern	lb.	—	10.00
Mullein (so-called)	lb.	5.00	5.25
*Orris, domestic	lb.	—	20.00
Imported	lb.	20.00	21.00
*Parsley Fruit (Petroselinum)	lb.	7.50	8.00
Pepper, black	lb.	—	7.00

Aromatic Chemicals

Acetophenone	lb.	8.00	10.00
Amyl Salicylate	lb.	2.25	2.50
Anethol	lb.	2.50	2.75
Anisic Aldehyde, C.P.	lb.	—	7.50
Benzaldehyde, F.F.C.	lb.	2.00	2.50
Benzyl Acetate	lb.	2.25	2.50
Imported	lb.	—	5.75
Benzyl Alcohol	lb.	2.50	2.75
Benzyl Benzoate	lb.	3.25	3.50
Imported	lb.	—	6.00
Borneol	lb.	4.00	4.25
Bromostyrol	lb.	—	12.00
Cinnamic Acid	lb.	7.25	7.50
Cinnamic Alcohol	lb.	40.00	45.00
Cinnamic Aldehyde	lb.	—	5.50
Citral	lb.	4.00	4.25
Citronellol	lb.	16.00	18.00
Imported	lb.	—	30.00
Coumarin	lb.	6.75	7.00
Ethyl Cinnamate	lb.	1.20	1.25
Eucalyptol	lb.	3.75	4.00
Eugenol	lb.	3.50	6.00
Geraniol, from citronella	lb.	—	7.25
Geranyl Acetate	lb.	—	—
Heliotropin	lb.	3.75	4.00
Indol, C. P.	oz.	—	20.00
Imported	oz.	8.50	8.75
'iso-Eugenol	lb.	8.00	9.00
Linalol	lb.	9.00	13.00
Linalol Acetate	lb.	—	—
Linalol Benzoate	lb.	8.75	9.00
Geraniol, from citronella	lb.	15.00	17.00
Methyl Anthranilate	lb.	—	7.25
Methyl Cinnamate	lb.	—	13.00
Methyl Paracresol	lb.	—	.60
Methyl Salicylate	lb.	—	.14
Mirbane, rect. drums	lb.	92.00	100.00
Musk Ambrette	lb.	—	—
Musk Ketone	lb.	13.00	15.00
Musk Xylene	lb.	35.00	40.00
Phenylacetaldehyde	lb.	35.00	42.00
Phenylethyl Alcohol	lb.	14.00	16.00
Phenylacetic Acid	lb.	20.00	22.00
Rhodiol	lb.	—	30.00
Imported	lb.	—	1.25
Terpineol, C. P.	lb.	—	1.70
Imported	lb.	—	6.50
Thymol	oz.	—	.80
Vanillin	oz.	12.00	18.00
Violet, artificial	lb.	12.00	18.00

Heavy Chemicals

Acetic acid, 28 p.c., bbls. Incl.	100 lbs.	—	3.75
56 p.c., bbls.	100 lbs.	—	6.50
70 p.c., bbls.	100 lbs.	—	8.00
30 p.c., bbls.	100 lbs.	—	8.50
Redistilled	100 lbs.	9.25	9.50
Pure	100 lbs.	12.25	13.00
Glacial, bbls.	—	.034	.04
Alum, ammonia, lump	lb.	.044	.044
Ground	lb.	.044	.044
Powdered	lb.	.044	.044
Chrome	lb.	.15	.16
Potash lump	lb.	.08	.08 1/2
Chrome	lb.	.17	.18
Ground	lb.	.09	.09 1/2
Alum. Potash, Powdered	lb.	.08	.08 1/2
Soda, Ground	100 lbs.	—	.05
Aluminum chloride, carbonyls	lb.	—	.15
Anhydrous	lb.	2.50	3.00
Sulph.	lb.	1.60	1.90
Low grade	lb.	.14	.16
Aluminum hydrate light	lb.	.07	.08
Heavy	lb.	.09 1/2	.10 1/2
Arsenic, white	lb.	—	.26
Red	lb.	.30	.35
Ammonia, Anhydrous	lb.	1.24	1.34
Ammonia Carbonate	lb.	.17	.20
Ammonia Nitrate	lb.	—	.09
Ammonia Water, 26 deg. car.	lb.	—	.08
20 deg., carbonyls	lb.	—	.06 1/2
18 deg., carbonyls	lb.	—	.06
16 deg., carbonyls	lb.	—	.06
*Nominal			

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Ammonium chloride, U.S.P.lb.	—	28½	Sodium Bisulphateton	3.00	—4.00	Dinitrotoleollb.	38	—40
Sal Ammoniac, gray.....lb.	—	13	Carbonate, Sal. Soda in bbls.	—	1.40	Diphenylamine .....lb.	53	—58
Granulated, white.....lb.	—	12	Bicarbonate .....lb.	—	2.40	Dioxynaphthalene .....lb.	—	—
Lump .....lb.	25	26	Chlorate .....lb.	—	15	"G" Salt .....lb.	65	—75
Sulphate, foreign .....100 lbs.	—	—	Cyanide 95-98 .....lb.	30	—32	Gammic Acid .....lb.	32	—40
"Domestic, bulk .....100 lbs.	4.75	5.00	Hyposulph. bbls. gran.100 lbs.	—	3.60	Hydrazobenzene .....lb.	1.50	—2.00
Antimony, Sulphur .....lb.	—	25	Kegs .....100 lbs.	—	3.85	Methylantraquinone .....lb.	—	—
Crimson .....lb.	—	28	Nitrate, tech. ....100 lbs.	2.95	3.15	Monochlorbenzol .....lb.	10	—12
Golden .....lb.	—	28	Phosphate .....100 lbs.	3.25	3.40	Monothylaniline .....lb.	1.90	—2.00
Blanc Fixe, dry .....lb.	0.03½	0.04½	Refined .....lb.	0.06½	—07	Naphthalenediamine .....lb.	—	—
Barium, chloride .....ton	80.00	87.50	Nitrite .....lb.	11½	—15	a-Naphthol, crude .....lb.	50	—95
Binoxide .....lb.	22½	23	Prussiate, Yellow .....lb.	19	—20	b-Naphthal, distilled .....lb.	45	—48
Nitrate .....lb.	11	13	Silicate, 60 deg. ....lb.	03	—03½	Sublimed .....lb.	65	—75
Barytes, floated, white.....ton	25.00	35.00	40 deg. ....lb.	02	—02½	a-Naphthylamine .....lb.	1.15	—1.25
Off color .....ton	14.00	18.00	Sulphide, 60 p.c. ....lb.	04½	—05½	b-Naphthylamine, tech. ....lb.	1.15	—1.25
Bleaching Pd., f.o.b.wks100 lbs.	2.25	2.50	30 p.c. crystals.....lb.	02	—02½	Sublimed .....lb.	—	2.00
Calcium Acetate .....100 lbs.	2.00	2.10	Sulphite .....lb.	03	—03½	Neuille Winter's Acid.....lb.	1.70	1.90
Carbide .....lb.	05	07	Sulphate, Gl'p. salt.....100 lbs.	1.25	1.50	Nitrobenzol .....lb.	15	—16½
Carbonate .....lb.	01¼	02¼	Sulphur Dioxide Com.....ton	08	—11	Nitrochlorbenzol .....lb.	40	45
Chloride, solid, f.o.b.N.Y. ....ton	20.00	25.00	Sulphur crude .....ton	25.00	30.00	Nitronaphthalene .....lb.	30	35
Granulated, f.o.b. N.Y. ....ton	07½	09	Flour Com'l. bbls. ....100 lbs.	1.70	2.00	o-Nitrophenol .....lb.	75	85
Chlorine, liquefied .....lb.	10½	11	Roll, 100 p.c. ....100 lbs.	2.95	3.15	p-Toluidinol .....lb.	1.15	1.40
Carbon tetrachloride .....lb.	—	28	Flowers, 100 p.c. ....100 lbs.	3.30	3.60	Nitrotoleol .....lb.	25	30
Copper Carbonate .....lb.	—	28	Sulphuric Acid, Tank carlots	15.00	18.00	o-Nitrotoleol .....lb.	25	30
Subacetate (Verdigris) .....lb.	45	48	60 deg. f.o.b. wks.....ton	20.00	25.00	Paranitraniline .....lb.	95	110
Powdered .....lb.	40	42	66 deg. f.o.b. wks.....ton	20.00	25.00	m-Phenylenediamine .....lb.	1.10	1.20
Cyanide chlor. Mix., 73-76.....lb.	27	28	Oilum, f.o.b. wks.....ton	25.00	30.00	p-Phenylenediamine .....lb.	2.75	3.00
Sulphate, 98 99 p.c. ....100 lbs.	8.85	8.90	Battery Acid car's per 100lbs.	Nominal	—	Phthalic Anhydride .....lb.	80	90
99 p.c. carlots N.Y. ....100 lbs.	—	9.00	Tin, bichloride .....lb.	21½	22¼	Pseudo-Cumol .....lb.	—	62½
Coppers, f.o.b. works. ....100 lbs.	1.10	1.20	Crystals .....lb.	43	45	P' Salt .....lb.	—	65
Flourspar .....ton	24.00	35.00	Zinc, carbonate .....lb.	18	21	Resorcin, U.S.P., see Fine Chemicals	3.50	5.00
Fusel Oil, crude .....gal.	2.50	2.85	Chloride, fused .....lb.	09	10	Resorcin, Technical .....lb.	—	1.10
Refined .....gal.	3.75	3.80	Granulated .....lb.	—	13½	Sodium Naphthionate .....lb.	—	3.90
Hydrofluoric Ac. 63 p.c. bbls. ....lb.	06	07½	Oxide, French .....lb.	12	13	Tetranitromethylaniline .....lb.	—	1.65
48 p.c. in carboys.....lb.	09½	10	Leaded .....lb.	08¼	10¼	Tolidin .....lb.	—	1.65
52 p.c. in carboys.....lb.	10	12¼	Sulphate .....lb.	03½	04	o-Toluidine .....lb.	25	30
Lactic Acid, 22 p.c. ....lb.	05	07				p-Toluidine .....lb.	1.50	1.75
Lead, Acetate, white crys. ....lb.	14	14½				m-Toluylenediamine .....lb.	1.25	1.35
Broken Cakes .....lb.	13¼	14				Xylene, pure .....gal.	40	50
Granulated .....lb.	13¼	14				Xylene, Com. ....gal.	40	50
Arsenate, powdered .....lb.	28	30				Xylidine .....lb.	45	50
Paste .....lb.	16	17						
Nitrate .....lb.	15	15						
Oxide, Litharge, Amer. pd. ....lb.	09	13						
Foreign .....lb.	—	—						
Red, American .....lb.	10½	13						
Sulphate, basic .....lb.	—	08¼						
White, Basic Carb., Amer. ....lb.	09¼	13						
dry .....lb.	—	13						
in Oil, 100 lbs. or over.....lb.	—	13						
English .....lb.	07	07¼						
Lithopone .....lb.	—	—						
Lime, hydrate .....lb.	2.00	2.05						
Acetate .....100 lbs.	2.00	2.05						
Sulphur solution .....gal.	17	22						
Manganese Chlor. ....lb.	15	16						
Sulp. ....lb.	15	17						
Magnesite .....ton	62.00	65.00						
f.o.b. N. Y. ....lb.	03½	04						
Muriatic Acid, .....100 lbs.	—	1.75						
18 deg. carboys.....100 lbs.	—	2.00						
20 deg. carboys.....100 lbs.	—	2.25						
22 deg. carboys.....100 lbs.	—	2.50						
Nickel oxide .....lb.	40	50						
Salts, single .....lb.	14	16						
double .....lb.	12	13						
Nitric acid, 63 deg. carboys.....lb.	05	05¼						
*33 deg. carboys.....lb.	06¼	06½						
40 deg. carboys.....lb.	06¼	07						
42 deg. carboys.....lb.	07¼	07½						
Phosphoric Acid, 85-88 p.c. ....lb.	33	38						
50 p.c. tech. ....lb.	21¼	25½						
Phosphorus red .....lb.	60	70						
Yellow .....lb.	35	40						
Sequeisulphide .....bbl.	1.50	1.60						
Plaster of Paris .....bbl.	1.75	2.00						
Potash Caustic, 88-92 .....lb.	28	32						
Sticks .....lb.	1.25	1.75						
Potassium Bichromate .....lb.	26	27						
Carbonate, calc. U.S.P. ....lb.	50	55						
80-85 p.c. ....lb.	—	25						
85-90 p.c. ....lb.	—	—						
90-95 p.c. ....lb.	—	—						
*96-98 p.c. ....lb.	—	—						
Chlorate, crys. ....lb.	19	20						
Powdered, American .....lb.	—	20						
Japanese .....lb.	19	20						
Muriate, basis 80 p.c. ....lb.	—	85.00						
Foreign .....lb.	—	50						
Permanganate, Com'l .....lb.	1.10	1.15						
Prussiate, red .....lb.	45	50						
Yellow .....lb.	—	150.00						
Sulphate .....lb.	—	13¼						
Saltpetre, Granulated .....lb.	1.90	2.15						
Soda Ash, 58 p.c. light. ....100 lbs.	2.00	2.20						
In bbls .....100 lbs.	2.40	2.65						
Dense 58 p.c. bags .....100 lbs.	3.25	3.50						
Caustic, 76 p.c. ....100 lbs.	4.00	4.25						
Ground, 76 p.c. ....100 lbs.	06¼	07						
Sodium Acetate .....lb.	14	15						
Bichromate .....lb.	—	—						
*Nominal.								

Dyestuffs, Tanning Materials and Accessories

COAL-TAR CRUDES

Benzol C. P. ....gal.	25	—28
(90 p.c.) .....gal.	25	—28
Cresylic acid, crude.95-97p.c.gal.	65	—75
50 p.c. ....gal.	50	—55
25 p.c. ....gal.	30	—35
Cresol, U.S.P. ....lb.	15¼	—17
Creosote oil, 25 p.c. ....gal.	40	—45
Dip. oil, 25 p.c. ....gal.	40	—45
Naphthalene, balls .....lb.	08	—11
Flake .....lb.	06	—07
*Phenol .....lb.	12	—17
Pitch, various grades.....ton	14.00	18.00
Solvent naphtha, waterwhitegal.	22	—25
Crude heavy .....gal.	16	—18
Toluol, pure .....lb.	25	—30
*Commercial, 90 p.c. ....gal.	25	—30
Xylol, pure water white.....gal.	40	—45
Commercial .....gal.	30	—35

INTERMEDIATES

Acid Benzoic (See fine Chemicals)	1.50	—1.60
Acid H .....lb.	—	1.60
Acid Metanilic .....lb.	75	—85
Acid Naphthionic, Crude.....lb.	1.00	1.10
Refined .....lb.	25	30
Acid Sulphanilic, crude.....lb.	25	30
Refined .....lb.	—	35
p-Amidophenol Hdcl, 98 p.c. ....lb.	—	2.50
*Aminoozobenzene .....lb.	—	—
Aniline Oil .....lb.	30	31
Aniline Salts .....lb.	31	33
Aniline for red.....lb.	60	65
*Anthracene (80 p.c.).....lb.	65	70
Anthraquinone .....lb.	5.50	6.00
Benzaldehyde, Tech. ....lb.	6	70

U.S.P. & F.F.C., see Aromatic Chemicals

Benzidine Base .....lb.	1.00	1.20
Benzidine Sulphate .....lb.	90	100
Benzoate of Soda, U.S.P. ....lb.	80	85
Benzylchloride, 95-97 .....lb.	26	28
Diamidophenol .....lb.	—	6.00
Dianisidine .....lb.	10.00	12.00
Dinitrophenol .....lb.	30	32
o-Dichlorbenzol .....lb.	15	20
Dinitrobenzol .....lb.	23	32
Dinitrobenzol .....lb.	22	23
Diethylaniline .....lb.	1.35	1.50
Dimethylaniline .....lb.	55	60
Dinitrochlorbenzene .....lb.	23	28
Dinitronaphthalene .....lb.	45	50

*Nominal.

COAL-TAR COLORS

ACID COLORS:

Black .....lb.	1.15	—1.70
Blue .....lb.	3.00	—5.00
Brown .....lb.	1.25	2.00
Fuchsin .....lb.	2.50	3.90
Orange 11 .....lb.	45	50
Orange 111 .....lb.	1.00	1.25
Red .....lb.	1.10	1.20
Scarlet .....lb.	—	1.00
Violet 10B .....lb.	—	6.50
Amidine Yellow R.....lb.	—	1.50
Alpine Yellow .....lb.	2.00	7.50
Alkaline Blue, Dom. ....lb.	—	4.75
Alkaline Blue, Imp. ....lb.	—	8.00
Azo Carmine .....lb.	—	4.00
Azo Yellow .....lb.	3.50	4.50
Azo Yellow, green shade.....lb.	—	4.50
Brilliant Delphine B.S. ....lb.	—	12.00
Erythrosine .....lb.	12.00	14.00
Fast Light Yellow, 2-G. ....lb.	—	3.00
Fast Red, 6B extra, cont'b. ....lb.	—	3.00
Granine .....lb.	8.75	9.25
Indigo 20 p.c. paste.....lb.	—	75
Indigotine, conc. ....lb.	—	2.50
Indigotine, paste .....lb.	1.50	1.60
Metanil Yellow .....lb.	5.00	6.00
Medium Green .....lb.	—	1.50
Naphthylamine Red .....lb.	6.75	7.50
Nigrosine, Oil Sol. ....lb.	—	90
Orange R. G., contract.....lb.	2.00	2.25
Orange Y conc. ....lb.	50	60
Potent Blue, Swiss Type.....lb.	12.00	16.00
Ponceau .....lb.	—	1.00
Scarlet 2R .....lb.	1.00	1.10
Tartrazine, Dom. ....lb.	1.25	1.40
Tartrazine, Imp. ....lb.	10.00	11.00
Uranine .....lb.	2.20	2.50
Wool Green S. Swiss. ....lb.	6.00	7.00
Yellow for Wool.....lb.	1.50	2.25

DIRECT COLORS:

Black .....lb.	95	—110
Sky Blue .....lb.	3.25	3.75
Blue .....lb.	—	1.10
Brown .....lb.	1.55	1.75
Bordeaux .....lb.	1.75	2.50
Fast Red .....lb.	3.50	6.00
Fast Yellow .....lb.	1.50	2.50
Yellow .....lb.	2.00	2.50
Violet cont' .....lb.	3.50	4.00
Benzo Purpurine 4B.....lb.	1.80	1.90
Benzo Purpurine 10B.....lb.	—	2.50
Chrysophenine, Dom. ....lb.	—	3.80
Chrysophenine, Imp. ....lb.	1.60	2.25
Congo Red 4B Type.....lb.	5.00	5.25
Diamine Sky Blue F. F.lb.	7.00	8.00
Oxamine Violetlb.	—	3.00
Primuline, Dom.lb.	—	3.00



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OIL COLORS:

Black	..lb.	.70	- 1.00
Blue	..lb.	1.65	- 2.00
Orange	..lb.	1.40	- 1.50
Red III	..lb.	1.65	- 2.00
Red IV	..lb.	1.80	- 3.50
Scarlet	..lb.	1.75	- 2.00
Yellow	..lb.	1.70	- 2.00
Nigrosine, spits. sol.	..lb.	—	.65
Nigrosine, water sol., blue	..lb.	—	.65
Jet	..lb.	.90	- 1.00

SULPHUR COLORS:

Black	..lb.	.30	- .40
Blue Dom.	..lb.	.80	- .50
Brown	..lb.	.35	- .45
Green	..lb.	1.00	- 2.00
Yellow	..lb.	.90	- 1.00

CHROME COLORS:

Alizarin Blue, bright	..lb.	7.75	- 9.25
Alizarin, medium	..lb.	6.25	- 7.50
Alizarin Brown, conc.	..lb.	—	2.50
Alizarin Orange	..lb.	—	2.50
Alizarin Red W. S. Paste	..lb.	5.00	- 10.00
Alizarin Yellow G.	..lb.	—	1.35
Alizarin Yellow R.	..lb.	—	1.50
Chrome Black, Dom.	..lb.	1.25	- 1.35
Chrome Black, Imp.	..lb.	2.20	- 2.50
Chrome Blue	..lb.	2.50	- 2.75
Chrome Green, Dom.	..lb.	2.50	- 2.75
Chrome Red	..lb.	—	2.00

BASIC COLORS:

Auramine, Single O. Dom.	..lb.	—	2.50
Auramine, Double O. Imp.	..lb.	—	3.50
Bismarck Brown Y.	..lb.	.90	- 1.00
Bismarck Brown R.	..lb.	1.20	- 1.30
Chrysoidine R	..lb.	—	1.00
Chrysoidine Y	..lb.	—	.90
Crystal Violet	..lb.	5.00	- 5.25
Emerald Green, Crystals	..lb.	—	8.00
Green Crystals, Brilliant	..lb.	6.00	- 7.00
Indigo 20 p.c. paste	..lb.	—	.75
Fuchsine Crystals, Dom.	..lb.	4.00	- 5.00
Fuchsine Crystals, Imp.	..lb.	12.00	- 12.50
Magenta Acid, Dom.	..lb.	4.25	- 5.00
Magenta Crystals, Imp.	..lb.	10.00	- 12.00
Malachite Green, Crystals	..lb.	—	4.50
Malachite Green, Powd.	..lb.	—	3.50
Methylene Blue, tech.	..lb.	2.25	- 3.50
Methyl Violet	..lb.	2.60	- 2.75
Phosphine G. Domestic	..lb.	7.00	- 10.00
Rhodamine B, ex. cont.	..lb.	—	27.00
Valonia, solid, 65 p.c. tan.	..lb.	5.00	- 6.00
Victoria Blue B.	..lb.	—	5.50
Victoria Blue, base, Dom.	..lb.	—	6.00
Victoria Green	..lb.	6.00	- 7.00
Victoria Red	..lb.	7.00	- 8.00
Victoria Yellow	..lb.	7.00	- 8.00

NATURAL DYE STUFFS

Anatto, fine	..lb.	.32	- .33
Seed	..lb.	.05 1/4	- .07
Carmine No. 40	..lb.	4.25	- .47
Cochineal	..lb.	.65	- .80
Gambier, see tanning.	..lb.	—	—
Indigo, Bengal	..lb.	2.75	- 3.00
Oudes	..lb.	2.25	- 2.75
Guatemala	..lb.	2.00	- 2.25
Kurpahs	..lb.	2.00	- 2.25
Madras	..lb.	.90	- 1.10
Madder, Dutch	..lb.	—	.25
Nutgalls, blue Aleppo	..lb.	—	.75
Chinese	..lb.	.34	- .35
Persian Berries	..lb.	—	—
Quercitron Bark, see tanning.	..lb.	—	—
Turmeric, Madras	..lb.	.13 1/4	- .14
Aleppey	..lb.	—	.10

DYEWOODS

Barwood	..lb.	.06	- .08
Camwood, chips	..lb.	.18	- .20
Fustic, sticks	..ton	30.00	- 35.00
Chips	..lb.	.04	- .06
Hypernic, chips	..lb.	.07	- .09
*Logwood Sticks	..ton	25.00	- 35.00
Chips	..lb.	.03 1/4	- .05 1/4
Quercitron, see tanning.	..lb.	—	—
Red Saunders	..lb.	.20	- .22

EXTRACTS

Archil, Double	..lb.	.17	- .20
Triple	..lb.	—	.19
Concentrated	..lb.	.20	- .25
Catch, Mangrove, seen tanning.	..lb.	—	.18
Rangoon, boxes	..lb.	.12	- .14
Liquid	..lb.	.16	- .18
Tablet	..lb.	.14	- .15
Cudbear, French	..lb.	—	—
English	..lb.	.22	- .26
Concentrated	..lb.	—	—

*Nominal.

Flavine	..lb.	1.00	- 1.50
Fustic, Solid	..lb.	.22	- .27
Crystals 100 p.c.	..lb.	.30	- .40
Extract 42 deg.	..lb.	.14	- .16 1/4
Liquid, 51 deg.	..lb.	.15	- .19
Gall	..lb.	.25	- .27
Hematin Extract 51 deg.	..lb.	.11	- .13 1/4
Crystals, 100 p. c.	..lb.	.26	- .28
Hypernic, liquid, 51 deg.	..lb.	—	.24
Indigo, natural	..lb.	2.00	- 2.50
Extract	..lb.	.30	- .37
Indigotine, 100 p.c. pure	..lb.	3.00	- 3.50
Logwood, solid	..lb.	—	.18
Crystals, 100 p.c.	..lb.	—	.21
51 deg., Twaddle	..lb.	—	.10
Contract	..lb.	.10 1/4	- .10 1/4
Osage Orange, Extract 42 degb.	..lb.	.09	- .16
Crystals, 100 p.c.	..lb.	—	.20
Paste	..lb.	—	.10
Persian Berries	..lb.	—	—
Quebracho, see tanning.	..lb.	—	—
Quercitron, 51 deg.	..lb.	.06 1/4	- .07 1/4
Powdered, 100 p.c.	..lb.	.13	- .14

MISCELLANEOUS DYE STUFFS

Albumen, Egg	..lb.	1.90	- 2.00
Technical	..lb.	1.15	- 1.25
Blood, imported	..lb.	.80	- .85
Domestic	..lb.	.55	- .60
Prussian blue	..lb.	.65	- .80
Soluble	..lb.	.65	- .80
Turkey Red Oil	..lb.	.15	- .20
Zinc Dust, prime heavy	..lb.	.12	- .14
100-lb. tins	..lb.	—	.12
520-lb. casks	..lb.	—	.11
Carload lots	..lb.	—	.10

DEXTRINES AND STARCHES

British Gum	..per 100 lbs.	8.00	- 8.50
Dextrine, Corn, white or yellow	..per 100 lbs.	7.50	- 7.75
Potato, white or canary	..lb.	.17	- .18
Starch, Powd., bags & bbls.	..lb.	—	.625
Pearl, Globe, bags & bbls.	..lb.	—	.625
Potato, Domestic	..lb.	—	.09 1/4
Imported, duty paid	..lb.	.09 1/4	- .09 1/4

RAW TANNING MATERIALS

Algarobilla	..ton	185.00	- 200.00
Divi Divi	..ton	74.00	- 76.00
Hemlock Bark	..ton	15.00	- 16.00
Mangrove, African, 38 p.c.	..ton	65.00	- 70.00
Bark, S. A.	..ton	60.00	- 65.00
Myrobalans	..ton	50.00	- 60.00
Oak Bark	..ton	15.00	- 16.00
Ground	..ton	—	17.50
Quercitron Bark rough	..ton	13.00	- 15.00
Ground	..ton	27.00	- 28.00
Sumac, Sicily, 27 p.c. tan.	..ton	105.00	- 115.00
Virginia, 25 p.c. tan.	..ton	75.00	- 85.00
Valonia Cups	..ton	—	—
Beard	..ton	—	—
Wattle Bark	..ton	70.00	- 75.00

TANNING EXTRACTS

Chestnut, ordinary, 25 p.c. tan, bbls.	..lb.	.83	- .03 1/4
Clarified, 25 p.c. ton, bbls.	..lb.	—	.03 1/4
Crystals, ordinary	..lb.	—	—
Clarified	..lb.	—	—
Gambier, 25 p. c. tan	..lb.	.17	- .18
Common	..lb.	.12	- .14
Cubes, Singapore	..lb.	.18	- .20
Cubes, Java	..lb.	.14	- .16
Hemlock, 25 p.c. tan	..lb.	.05	- .05 1/4
Larch, 25 p.c. tan	..lb.	.04 1/4	- .04 1/4
Crystals, 50 p.c. tan	..lb.	.08 1/4	- .08 1/4
Mangrove, 55 p.c. tan	..lb.	.09	- .10
Liquid, 25 p.c. tan	..lb.	.08	- .10
Muskegon, 23-30 p.c. tan, 50 p.c. total solids	..lb.	.01 1/4	- .02 1/4
Myrobalans, liq., 23-25 p.c. tan	..lb.	—	Nominal
*Solid, 50 p.c. tan	..lb.	—	—

*Nominal

Oak Bark, liquid, 23-25 p.c. tan	..lb.	—	.03 1/4
Quebracho, liquid, 35 p.c.	..lb.	—	.07 1/4
*35 p.c. tan, untreated	..lb.	—	.06 1/4
*35 p.c. tan, bleaching	..lb.	.07	- .08
*Solid, 65 p.c. tan, ordinary	..lb.	.11	- .12
*Clarified	..lb.	—	—
Spruce, liquid, 20 p.c. tan, 50 p.c. total solids	..lb.	.01 1/4	- .01 1/4
Sumac, liquid, 25 p.c. tan	..lb.	.06 1/4	- .08
Valonia, solid, 65 p.c. tan	..lb.	—	Nominal

Oils

ANIMAL AND FISH

(Carloads)

Cod Newfoundland	..gal.	—	1.20
Domestic, prime	..gal.	—	1.15
Liver, Newfoundland	..bbl.	—	.90.00
Norwegian	..bbl.	—	135.00
Degras, American	..lb.	.06 1/4	- .07 1/4
English	..lb.	.07 1/4	- .06 1/4
Neutral	..lb.	.14	- .16
Horse	..lb.	.15	- .16
Lard, prime	..gal.	1.80	- 1.85
Off prime	..gal.	1.70	- 1.75
No. 1	..gal.	—	1.30
Extra, No. 1	..gal.	—	1.40
No. 2	..gal.	—	1.20
Menhaden, Light strained	..gal.	—	1.28
Yellow, bleached	..gal.	—	1.30
White, bleached, winter	..lb.	—	1.32
*Northern, crude	..gal.	—	1.10
Southern crude, f.o.b. plant	..gal.	—	1.05
Neatsfoot, 20 deg.	..gal.	—	2.25
30 deg., cold test	..gal.	—	2.15
40 deg., cold test	..gal.	1.95	- 2.00
*Dark	..lb.	—	1.50
*Prime	..lb.	—	1.55
Oleo Oil	..lb.	.25	- .29
Red (Crude Oleic Acid)	..lb.	.17	- .17 1/4
Saponified	..lb.	.17	- .17 1/4
Sperm bleached winter	..gal.	—	2.00
38 deg., cold test	..gal.	—	1.95
45 deg., cold test	..gal.	—	1.95
Natural winter, 38 deg., cold test	..gal.	1.95	- 2.00
Stearic, single pressed	..lb.	—	.27 1/4
Double pressed	..lb.	—	.26 1/4
Triple pressed	..lb.	—	.30
Tallow, acidless	..gal.	—	1.60
Prime	..gal.	—	1.55
Whale, natural winter	..gal.	1.25	- 1.30
Bleached, winter	..gal.	1.30	- 1.35

VEGETABLE OILS

Castor, No. 1 bbls.	..lb.	—	.21
Cases	..lb.	.23	- .23 1/4
No. 3	..lb.	—	.19 1/4
China Wood Oil, bbls.	..lb.	—	.17
Coconut, Dom. Ceylon, bbls.	..lb.	.15	- .15 1/4
Tanks	..lb.	.15	- .15 1/4
Cochin, bbls. bbls., Dom.	..lb.	.18	- .18 1/4
*Tanks	..lb.	.18	- .18 1/4
Manila, tanks, coast	..lb.	.15	- .15
Corn, refined, bbls.	..lb.	.24	- .24 1/4
Crude, Tanks	..lb.	—	.16
Cottonseed, Crude, f. o. b. mills, in tanks	..lb.	.16	- .16 1/4
Summer, yel., prim., bbl.	..lb.	.21	- .22
*White	..lb.	—	—
*Winter yellow	..lb.	—	—
Linseed, raw car lots	..gal.	—	1.86
5 barrel lots	..gal.	—	1.89
Boiled, 5-bbl. lots	..gal.	—	1.90
Double Boiled, 5-bbl. lots	..gal.	—	1.91
*Olive, denatured	..lb.	—	.250
Edible	..lb.	3.00	- .25
*Fats	..lb.	—	.20
Palm, Lagos casks	..lb.	—	.18
*Benin	..lb.	—	.16 1/4
*Niger	..lb.	—	.16
*Palm Kernel, domestic	..lb.	—	—
*Imported	..lb.	—	—
Peanut Oil, refined	..lb.	—	.26
*Crude, f.o.b. mills	..gal.	—	.300
Poppy Seed	..gal.	2.75	- 1.63
Ransseed, ref'd. bbl.	..lb.	1.60	- 1.70
*Blown	..lb.	1.65	- 1.70
*Sesame, domestic, edible	..gal.	—	2.40
*Imported	..gal.	—	—
Soya Bean, Tanks, Pac. Coast	..lb.	.14 1/4	- .15
New York, bbls.	..lb.	.17	- .17 1/4

GREASES, LARDS, TALLOW

(New York Markets)

Grease, *white	..lb.	.17	- .18
Yellow	..lb.	.13	- .14
House	..lb.	.13	- .14

*Nominal

Greases, Cocoa, Shellac, Naval Stores, and Miscellaneous

Grease, Brown	lb.	.10	—	.12
Lard City	lb.	—	—	.25
Compound	lb.	—	—	.34
Stearine, lard	lb.	—	—	.33
Oleo	lb.	—	—	.19
Tallow, edible	lb.	.17	—	.18
City, Loose	lb.	.15	—	.15½

(Chicago Markets)

Tallow, edible	lb.	.17½	—	.18
City Fancy	lb.	.17½	—	.17½
Prime Packers	lb.	.17	—	.17½
Grease, Choice White	lb.	.18	—	.18½
"A" White	lb.	.17	—	.17½
"B" White	lb.	.14½	—	.15
Yellow	lb.	.13	—	.13½
Brown	lb.	.11	—	.11½
Bone	lb.	.10½	—	.11
House	lb.	.12½	—	.13
Stearine, prime oleo	lb.	.18½	—	.19
Lard, city steam	lb.	.24½	—	.25

OIL CAKE AND MEAL			
Cottonseed Cake, f.o.b. Texas ..	—	—	—54.50
f.o.b. New Orleans	—	—	—
Cottonseed, Meal, f.o.b. Atlanta ..	—	—	—56.00
Columbia	—	—	—53.00
New Orleans	ton	—	—
Corn Cake	short ton	55.00	—57.00
Meal	short ton	59.00	—64.25
Linseed cake, dom.	short ton	—	—80.00
Linseed Meal	short ton	—	—80.00
*Nominal	—	—	—

Miscellaneous

COCOA			
Accura	lb.	.18	— .19
Bahia	lb.	.22	— .23
Caracas	lb.	.19	— .20
Hayti	lb.	.19	— .20
Maracaibo	lb.	.19	— .20
Trinidad	lb.	.25	— .26

SHELLAC			
*D. C.	lb.	—	—
*Diamond "I"	lb.	—	—
*Fine Orange	lb.	—	—1.35
Second Orange	lb.	—	—
*T. N.	lb.	—	—1.10
A. C. Garnet	lb.	—	—1.10
*Button	lb.	—	—1.30
Regular, bleached	lb.	—	—1.20
Bone, dry	lb.	—	—1.30

NAVAL STORES

(Carloads ex-dock)

Spirits Turpentine in bbls. gal.	1.73	—	1.75
Wood Turpentine, steam distilled, bbls.	gal.	—	—1.30
*Turpentine, Destructive distilled, bbls.	lb.	—	—1.21
Pitch, prime	200 lb. bbl.	8.50	—10.50
Rosin, common	280 lb. bbl.	—	—17.00
Medium	bbl.	—	—19.00
Pale	bbl.	—	—26.00
Tar, kiln-burnt, pure 50-gal.	bbls.	12.50	—13.00
*Nominal	—	—	—

Imports and Exports of Drugs and Chemicals, Dyestuffs, Etc.

Imports from Sept. 19 to Sept. 26

Imports

ACIDS—Citric, 3 csks. Brown Bros. & Co. London; 50 kegs National City Bank, London; **Cresylic**, 23 drums, Dana & Co., Leith; **Muriatic**, 100 carboys, Bartram Bros., Macoris; **Oxalic**, 6 csks. R. W. Greff & Co., Rotterdam; **Sulphuric**, 11 bbls. W. R. Grace & Co., Sydney; **Tartaric**, 40 kegs, National Bank of South America, London; 6 csks. National Bank of South America, London; 1 keg, 4 csks., 20 kegs Brown Bros. & Co., London

AGAR-AGAR—50 bls. International Trading Co., Kobe; 25 cs., W. K. John, Inc., Kobe; 50 bls. T. M. Duche & Sons, Kobe; 10 bls. Brown Bros. & Co., London

ALBUMEN—114 cs. A. Oliver & Co., Shanghai; 7 cs. D. L. Moos & Co., Shanghai; 40 cs., 56 cs. D. Nagasee & Co., Shanghai; 90 cs. Mitsui & Co., Shanghai; 56 cs., 56 cs. Baring Bros. & Co., Shanghai; 50 cs. Mechanics & Metals National Bank, Shanghai; 10 cs. Neuss, Hesslein & Co., Shanghai; 100 cs. Nisson Trading Corporation, Shanghai; 314 cs. Mitsui & Co., Shanghai; 66 cs. Mitsui & Co., Shanghai; 75 cs., 122 cs. D. Nagasee & Co., Shanghai; 62 cs. J. Weeks & Co., Shanghai; 20 cs. National City Bank of New York, London; 115 cs. F. W. Frost & Co., Liverpool

ALDEHYDE, CINNOMIC—3 drums, Magnus, Maybe & Reynard, London

ALIZARIN—3 csks. Aniline Dyes & Chemical Co., Inc., Manchester; 9 bbls. T. D. Downing & Co., London

ALMONDS—Bitter, 200 bls. Birdsong Bros., Naples; 150 bgs. W. G. Patrick & Co., Naples; 100 bgs. 100 bgs. Brown Bros. & Co., Naples; 100 bgs. British Bank of South America, Ltd., Naples; 100 bgs. W. Brandt's Son & Co., Naples; 200 bgs. H. Hyder, Naples; 100 bgs. National Bank, Naples; 200 bgs. Materne & Hess, Denia; 150 bgs. Bank of New York, Monginevro; Sweet, 300 bgs. Materne & Hess, Denia; 400 cs. Equitable Trust Co., Malaga; 300 cs. Irving National Bank, Malaga; 300 cs., 500 cs. Philadelphia National Bank, Malaga; 1,000 cs., 350 cs. Bank of New York, Malaga; 800 cs. T. M. Duche & Sons, Malaga; 100 cs. National City Bank, Malaga; 475 cs. Bankers Trust Co., Malaga; 1,025 cs. Bank of Manhattan Co., Malaga; 1,200 cs. W. R. Grace & Co., Malaga; 250 cs. Irving National Bank, Malaga

AMIDOL—1 cs. Johnson & Sons, London

AMMONIUM MURIATE—50 csks. P. C. de Fild & Co., Bristol; **Perchlorate**, 966 bxs., Thomas Meadows & Co., Bristol

ANTIMONY—500 cs. Furukawa, Osaka

ARSENIC—400 bbls. American Metal Co., Ltd., Tampico; **Crude**, 500 cs. Furukawa & Co., Yokohama; 400 cs., Furukawa & Co., Tokio

BALSAM COPAIBA—48 cs. Gustave Amsinck & Co., Porto Colombia; 9 cs., S. Isaac & Co., Yokohama

BARIUM SULPHCYANIDE—8 csks. Durex Chemical Corporation, Manchester

BEANS—Cocoa, 21 csks. Winter, Ross & Co., Manaoas; 667 csks. National Park Bank, Manaoas; 13 bgs. Brown Bros. & Co., Manaoas; 1,258 bgs. American Trading Co., Trinidad; 246 bgs. T. Scott, Trinidad; 100 bgs. A. S. Lascelles & Co., Inc., Trinidad; 50 bgs. Middleton & Co., Trinidad; 155 bgs. Ultramarines Corporation, Trinidad; 25 bgs. E. Gibbs, Trinidad; 34 bgs. Lawrence Turnure & Co., Trinidad; 840 bgs. Marquez & Co., Trinidad; 50 bgs. Middleton & Co., Grenada; 61 bgs. Frame, Leaycraft & Co., Grenada; 100 bls. Brown Bros. & Co., Naples; 9,218 csks. Alexander Roberts & Co., Barbados; 700 bgs. Michelena & Co., La Romana; 268 bgs. Ultramarines Corporation, La Romana; 51 bgs. Michelena & Co., San Domingo; 276 bgs. Michelena & Co., Macoris; 570 bgs. J. J. Julia & Co., Sanchez; 300 bgs. Marden, Ortia & Hastings, Sanchez; 25 bgs. Mecke & Co., Sanchez; 64 bgs. Porcella, Vicini & Co., Sanchez; 23 bgs. H. H. Pike & Co., Sanchez; 21 bgs. R. Randall & Co., Sanchez; 45 bgs. J. Aron & Co., Inc., Sanchez; 132 bgs. Royal Bank of Canada; 885 bgs. F. Ricart & Co., Sanchez; 8 bgs. Yglesias & Co., Sanchez; 105 bgs. W. R. Grace & Co., Puerto Plata; 300 bgs. Yglesias & Co., Puerto Plata; 153 bgs. J. J. Julia & Co., Puerto Plata; 31 bgs. F. Ricart & Co., Macoris; 178 bgs. Blackburn Trading Corporation, Sanchez; 75 bgs. Gustave Amsinck & Co., Inc., Puerto Plata; 75 seroons, Gustave Amsinck & Co., Inc., Puerto Plata; 385 bgs. W. R. Grace & Co., Sanchez; 153 bgs. J. J. Julia & Co., Puerto Plata; 205 bgs. Yglesias & Co., Inc., Maracaibo; 885 bgs. F. Ricart & Co., Inc., Sanchez; 568 bgs. Ultramarines Corporation, Sanchez; 147 bgs. W. Schall & Co., Sanchez; 1,106 bgs. J. J. Julia & Co., Sanchez; 130 bgs. R. Desvernine; 182 bgs. J. Aron & Co., Sanchez; 1,086 bgs. Yglesias & Co., Inc., Sanchez; 90 bgs. Royal Bank of Canada, Puerto Plata; 250 bgs. W. Brandt's Son & Co., Colombo; 300 bgs. Gustave Amsinck & Co., Inc., South Pacific ports; 600 bgs. American Trading Co., South Pacific ports; 615 bgs. Holtrans & Co., South Pacific ports; 150 bgs. Gustave Amsinck & Co., Inc., South Pacific ports; 150 bgs. Camacho, Roldan & Van Sick, South American ports; 1,228 bgs. W. R. Grace & Co., Liverpool; 26 bls., W. Van Doorn, Rotterdam; **Locust**, 500 bgs. Colonial Agency, Monginevro; 2,000 bgs. Lawrence, Johnson & Co., Monginevro; **Tonka**, 26 ½ puncheons, 1 puncheon, Ultra-

mares Corporation, Trinidad; 14 bls., 1 puncheon, British American Tobacco Co., Ltd., Trinidad; **Vanilla**, 2 cs. H. Marquardt & Co., Vera Cruz; 25 cs. Brown Bros. & Co., Vera Cruz

BISMUTH—5 bgs. W. R. Grace & Co., Melbourne

BITTERWOOD—50 tons, J. E. Kerr & Co., Kingston

CAMPOR—Crude, 50 cs. Equitable Trust Co., Hongkong; **Refined**, 30 cs., 50 cs. Eastman & Rillburn, Hongkong; 100 cs. National Bank of South America; 75 cs. D. Nagasee & Co., Kobe; 50 cs., American Camphor Co., Kobe; 10 cs. S. Suzuki & Co., Osaka; **Slabs**, 30 cs. C. Itoh & Co., Kobe

CAPSICUM—75 cs. J. Victori & Co., Barcelona; 270 cs. Guaranty Trust Co., Valencia

CASEINE—10 bgs. C. C. Mengel & Co., London

CHEMICALS—Miscellaneous, 210 csks. Roessler, Hasselacher Chemical Corporation

COPRA—52 bgs. J. P. Aranjio, Samana; 79 bgs. Yglesias & Co., Samana; 1,269 bgs. Brown Bros. & Co., Auckland; 96 bgs. Franklin, Baker & Co., Kingston

CRESOL—100 csks. National Aniline & Chemical Co., London; 5 csks., 10 drums, W. E. Jordan & Co., Inc., Manchester

CUBE BERRIES—25 bgs. Meyer & Co., Singapore

DENTAL CREAM, MEDICINAL—1 box Colgate & Co., Trinidad; 17 cs. Gaston, Williams & Co.

DIVI-DIVI—1,048 bgs. R. Desvernine, Curacao

DRUGS—Miscellaneous, 4 cs. Rhodia Chemical Co., Havre; 20 cs. E. Fougere & Co., Havre; 1 cs. T. D. Downing & Co., Havre; 1 cs. Chas. L. Huisking & Co., London

DYES—1 bbl., S. Candee & Co., Vera Cruz; **Aniline**, 7 bbls. W. R. Grace & Co., Samarang

DYESTUFFS—Annatto, 11 bgs. Gillespie Bros. & Co., Kingston; **Gambier**, 1 cs. J. F. Mosser Co., Manchester; 61 cs. Guaranty Trust Co., Singapore; **Mangrove Bark**, 448 bgs. R. Fabien & Co., Samana; 1,350 bgs., 2,520 bgs. Caribbean Agency, Inc., Port Liberty Bay; **Miscellaneous**, 5 kegs. Aniline Dyes & Chemical Co., Inc., Liverpool

EXTRACT, QUEBRACHO—4,756 bgs. First National Bank of Boston, Buenos Aires; 5,068 bgs., 9,160 bgs. Brown Bros. & Co., Buenos Aires

GELATIN—5 cs., P. H. Manners, Leith; 240 bgs. Milligan & Higgins Gelatine Co., Rotterdam

GLYCERIN—2 tanks, W. R. Grace & Co., Panama

GRASS, MEDICINAL—350 bgs. Philadelphia Seed Co., Genoa

GUMS—Alces, 150 cs. R. Desvernigne, Maracaibo; 69 cs., 30 cs. Suzarte & Whitney, Maracaibo; 5 kegs, S. B. Penick & Co., London; Benzoin, 4 cs. National Bank of South America; Chicde, 534 bbs. Mexican Exploitation Co., Vera Cruz; Tragacanth, 80 bgs. Brown Bros. & Co., Smyrna

HERBS—Medicinal, 2 bbs. Baring Bros. & Co., London

ICHTAMOM—1 cs. C. L. Huisking, Inc., Tokio

ICHTHYOL—33 cs. C. L. Huisking & Co., Yokohama

ISINGLASS—30 cs. C. Itoh & Co., Kobe; 3 crates, Tasho Trading Co., Yokohama

JUICES—Orange, 16 cs. Dodge & Olcott Co., Barcelona

KOLA NUTS—5 bgs. Royal Bank of Canada; 10 bgs. G. V. Gross & Co., Grenada

LEAD SULPHATE—5 csks. S. Doggett, London

LEMON PEEL—200 bbls. A. E. Rittwagen, Malaga

LEMON PHOSPHATE—3 bgs. Suzarte & Whitney, Maracaibo

LEAVES—Belladonna, 66 bbs. Brown Bros. & Co., London; Coca, 30 bbs. W. Van Doorn, Rotterdam; Henna, 39 bbs., 21 bbs. P. E. Anderson & Co., London; Senna, 24 bbs., 81 bbs. Brown Bros. & Co., London; 33 bbs. Baring Bros. & Co., London

LICORICE PASTE—33 cs. W. Janvier, London

LIME CITRATE—96 cs. Powers-Weightman-Rosengarten Co., Central American ports

LYCOPODIUM—23 cs., 7 cs. Brown Bros. & Co., London

MAGNESIUM SULPHATE—20 csks. Hummel & Robinson, Liverpool

MARSHMALLOW FLOWERS—9 csks. Anglo-South American Co., Barcelona

MEDICINES, MISCELLANEOUS—2 cs. G. Ascione, Naples; 4 cs. American Express Co., Genoa; 159 pkgs. Brown Bros. & Co., Genoa (in transit); 2 pkgs. France & New York Medicine Co., Puerto Plata

MERCURY—23 flasks. W. Schall & Co., Vera Cruz

MYROBALANS—2,088 pkcts., 1,287 pkcts., 4,600 pkcts., Baring & Co., Colombo

NUTGALLS—6 bgs. Brown Bros. & Co., London

NUX VOMICA—515 pkcts. Powers-Weightman-Rosengarten Co., Rangoon; 1,000 pkcts. South American Bank, Calcutta; 363 pkgs. Baring Bros. & Co., Calcutta

OILS—Camphor refined, 2,000 cs. A. Chris & Co., Kobe; 10 cs. Suzuki & Co., Kobe; 50 cs. Guaranty Trust Co., Kobe; Coco Nut, 59 pkgs. J. Aron & Co., Inc., Calcutta, 398 pkgs. Thornett & Fehr, Colombo; 64 pkgs. J. H. Vasseuseur & Co., Ltd., Colombo; 60 pkgs. Baring Bros. & Co., E. Naumburg & Co., Colombo; 119 pkgs. Baring Bros. & Co., Colombo; Cod, 10 cs. Brown Bros. & Co., London; Fusel, 4 drums, Anderson Chemical Co., Genoa; Haarlem, 10 cs. W. Van Doorn, Rotterdam; 1 cs. V. Eaton Co., London; Olive, 600 cs. American Express Co., Genoa; 264 bbls., National City Bank, Barbados; 1,000 cs. Schroeder Bros. Barcelona; 88 bbls. J. Munroe & Co., Barcelona; 1,500 cs. Equitable Trust Co., Barcelona; 700 cs. Baring Bros. & Co., Barcelona; 60 bbls. National City Bank, Barcelona; 100 bbls. East River National Bank, Valencia; 300 cs. American Foreign Banking Corporation, Valencia; 200 bbls. Equitable Trust Co., Malaga; 140 cs. Irving National Bank, Malaga; 578 cs. Irving National Bank, Malaga; 200

bbls. National Park Bank, Malaga; 200 bbls. A. E. Rittwagen, Malaga; 300 cs. Ricardo, Gomez & Dietlin, Malaga; 300 cs. A. D. Shaw & Co., Cadiz; Peanut, 100 cs. Cook, Swan & Co., Osaka

OILS, ESSENTIAL—3 cs. W. J. Bush & Co., London; 5 cs. Equitable Trust Co., Malaga; Bergamot, 40 cs. Baring Bros. & Co., Messina; Cassia, 20 cs. L. R. Miller & Hamilton, Hongkong; Eucalyptus, 140 cs. A. Gibbs & Son, Sydney; Iris, Red, 3 cs. Orbis Products Trading Co., Malaga; Lemon, 20 ¼ cs. A. Christina, Messina; 100 ¼ cs. American Express Co., Messina; ¼ cs. Brown Bros. & Co., Messina; 1 cs. Brown Bros. & Co., Messina; 100 cs. National Aniline & Chemical Co. 250 ¼ cs., 25 ¼ cs. Heidelberg, Ikelheimer & Co., Messina; 500 ¼ cs., 500 ¼ cs. Baring Bros. & Co., Messina; 20 ¼ cs. A. De Cristina, Messina; 50 ¼ cs. Heidelberg, Ikelheimer & Co., Messina; Limes, 6 cs. Dodge & Olcott Co., Central American ports; Linaloe, 2 cs. Caraval & Co., Vera Cruz; 4 cs. Caraval & Co., Vera Cruz; 5 cs. Brown Bros. & Co., Vera Cruz; 10 cs. Brown Bros. & Co., Vera Cruz; Mustard, 2 cs. A. Chris & Co., Rotterdam; 2 cs. A. A. Stillwell & Co., Rotterdam; Orange, 60 cs. Brown Bros. & Co., London; 1 cs. Brown Bros. & Co., Messina; Rosemary, 3 csks. National Aniline & Chemical Co., Malaga; Thyme, 4 csks. National Aniline & Chemical Co., Malaga; Valerian, 1 cs. Brown Bros. & Co., London

OPIUM—18 cs. Pandaleon Bros., Smyrna; 21 cs. National City Bank of N. Y., Smyrna; 24 cs. Hills Bros. & Co., Smyrna; 12 cs. McKesson & Robbins, Smyrna; 25 cs. Brown Bros. & Co., Smyrna

PERFUMERY—7 cs., 2 bbls. Colgate & Co., Havana; 22 cs. W. Van Doorn, Rotterdam; 4 cs. J. F. Allen, Havre; 6 cs. B. E. Levy, Havre; 1 cs. B. French & Co., Havre; 1 cs. Morana & Co., Havre; 42 cs. Roger & Gallet, Havre; 56 cs. Park & Tilford, Havre; 7 cs. E. Utard, Havre; 9 cs. T. D. Downing & Co., Havre; 129 cs. A. H. Smith & Co., Havre; 10 cs. M. J. Corbett & Co., Havre; 2 pkgs. France & New York Medicine Co., Puerto Plata; 10 cs. F. R. Arnold & Co., London; 1 cs. Transatlantic Commercial Co., Batavia; 4 cs. B. Daniels Co., Rotterdam

PILLS—Medicinal, 3 cs. Brown Bros. & Co., London

POTASSIUM IODIDE—Crystals, 20 cs. Suzuki & Co., Tokio; 20 cs. (granular)

POTASSIUM MURIATE—1,901 bgs. Baring Bros. & Co., Rotterdam

QUEBRACHO WOOD—350 pieces, New York Quebracho Extract Co., Buenos Aires

ROCHELLE SALT—22 cs. McKesson & Robbins, London

ROOTS—Calamus, 12 bbs. Smith, Kline & French Co., London; Canagria, 7 bbs. Brown Bros. & Co., Vera Cruz; Colchicum, 8 bbs. Brown Bros. & Co., London; Colombo, 124 bbs. S. B. Penick & Co., London; Hellebore, 8 bbs. Anglo South American Co.; Sarsaparilla, 14 bbs. D. L. Bretzfelder & Bro., Tampico; 13 bbs. Hanover National Bank, Tampico; 37 bbls., 23 bbs. Caraval & Co., Inc., Vera Cruz; 4 bbs. Brown Bros. & Co., Vera Cruz; Scopola, 3 bbs. Brown Bros. & Co., London; Medicinal, 426 bbs. J. J. Julia & Co., Samana; 82 bbs. Porcella, Vincini & Co., Samana

SAL AMMONIAC—20 csks. National Aniline & Chemical Co., Bristol; Lump, 5 csks. Brown Bros. & Co., Bristol

SANDALWOOD—30 bbs., 4 bbs. Brown Bros. & Co., London

SANTONIN—1 cs. B. Pressman, London; 1 cs. First Security National Bank, London

SEED—Canary, 5869 bgs. Bolle, Watson & Co., Inc., Buenos Aires; Caraway, 100 bbs. A. Joensson, Rotterdam; 200 bbs. Strohmeyer & Arpe Co., Rotterdam; 100 bbs. M. Levin, Rotterdam; 100 bbs. Levy & Davis, Rotterdam; 40 bbs. Netherlands American Co., Rotterdam; 23 cs. 900 bbs. Catz American Co., Rotterdam; Castor, 6 bbs. Blackburn Trading Corporation; Celery, 9 bbs. Frame & Co., London; Cumini, 183 bbs. Brown Bros. & Co., London; Dill, 33 bbs. Brown Bros. & Co., London; Fennel, 35 bbs. Continental & Commercial National Bank of Chicago, London; Linseed, 20,706 bbs. Balte, Watson Co., Inc., Ramallo; 19,020 bbs., 5,442 bbs. Spencer & Kellogg Co., Rosario; 4,524 bbs. Lewis Proctor & Co., La Plata; Poppy, 100 bbs. J. Carman, London; Sunflower, 617 bbs. National City Bank, Buenos Aires; 7,155 bbs. Buenos Aires

SILVER SULPHIDE—1 cs. Neuss, Hesselein & Co., South Pacific ports

SODIUM PRUSSIATE—51 bbls. Brown Bros. & Co., Manchester; 20 csks. White Tar Co., Manchester; 38 csks. National Aniline & Chemical Co., London

SOAP, OLIVE—300 cs., Lockwood, Brackett Co., Malaga

SPICES—Cassia, 1,000 bbs. F. W. Mead & Co., Hongkong; 298 bbs., 21 cs. International Banking Corporation, Hongkong; 250 cs. Times & Co., Inc., Canton; Cinnamon Quills, 190 bbs. Frame & Co., Colombo; 500 bbs. Equitable Trust Co., Colombo; Ginger, 165 bbs. Frame & Co., London; 10 bbs. C. C. Mengel & Co., London; 1,370 bbs. Continental & Commercial Bank of Ohio, London; 519 bbs. Brown Bros. & Co., London; 271 bbs. London; 72 bbs. Brown Bros. & Co., Singapore; Maca, 20 bbls. Frame & Co., Grenada; ¼ bbl. Frame & Co., Grenada; 12 cs. Meyer & Co., Singapore; Nutmeg, 2 bbs. F. Luthi & Co., Grenada; 50 bbs. G. V. Gross & Co., Grenada; 170 bbs. F. B. Vandegrift & Co., Grenada; 11 bbls. Frame & Co., Grenada; 20 cs. Meyer & Co., Singapore; 8 bbs. Royal Bank of Canada; 213 bbs. Frame & Co., Grenada; Pepper, Black, 100 bbs. Meyer Bros. & Co., Singapore; 1,200 bbs. Frame & Co., Batavia; 14 bbs., 8 bbs. Brown Bros. & Co., Singapore; Pepper, Red, 374 cs. Irving National Bank, Denia; Pepper, White, 25 cs. Meyer Bros. & Co., Singapore; Pimento, 25 bbs. Van Loan & Co., Kingston; 100 bbs., Neuss, Hesselein & Co., Kingston; 120 bbs. Colonial Bank, Kingston; 196 bbs. Gillespie Bros. & Co., Kingston; 176 bbs. W. R. Grace & Co., Kingston; 1,003 bbs. J. E. Kerr & Co., Kingston

SPONGES—27 bbs. American Sponge & Cham- ois Co., Puerto Plata

SULPHUR—5 csks. C. Ash Sons & Co., Manchester

TETRACHLORETHYLENE—17 drs. 16 drs. Roessler, Hasslachher Chemical Co., Manchester

THEOBROMINE—1 cs. Chas. C. Huisking & Co., Rotterdam

WAX, BEES—5 bbs. W. Schall & Co., La Romana; 27 pkgs. Ultramarines Corporation, La Romana; 14 bbs. Michelena & Co., San Domingo; 15 bbs. F. Ricart & Co., Sanchez; 8 bbs. J. J. Julia & Co., Sanchez; 2 bbs., 2 bbs. Mecke & Co., Sanchez; 3 bbs. F. Ricart & Co., Sanchez; 3 bbs. Ultramarines Corporation, Sanchez; 1 bg. W. Schall & Co., Sanchez; 8 bbs. Yglesias & Co., Samana; 5 pkgs. Blackburn Trading Co., Puerto Plata; 10 seroons, 8 pkgs. Gustave Amsinck & Co., Inc., Puerto Plata; 5 seroons, Royal Bank of Canada

WAR FERTILIZER PRICES

"Prices of Fertilizers" is the title of a pamphlet issued by the War Industries Board. It was compiled by H. L. Trumbull, who gives the price fluctuations in phosphates and the nitrogen carriers—sodium nitrate, ammonium sulphate, cottonseed meal and animal tankage. There was no shortage of phosphate rock during the war, but shipping difficulties made it impossible to obtain prompt deliveries. The acid phosphate manufacturers were confronted with an abnormal condition in the sulphuric acid market, owing to

the demand for the acid in making munitions of war.

The prices of potash salts were so exorbitant as to prohibit their use for fertilizers. Purchases were made in Europe, outside of Germany, and in the Orient and Africa where some stocks bought from Germany before the war were found. The production of potash in the United States in 1917 was 32,573 tons, and in 1918 it amounted to 52,135 tons. This is nearly one quarter the amount consumed annually in this country before the war. Complete tables of fertilizer prices from month to month are given in the pamphlet.

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Acetanilide Sodium Acetate and Aniline Salts

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Sodio-Salicylate**

Chemically the same as Diuretine)

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99 John Street

New York, N. Y.

Sole Agents for U. S. and Canada

CHURCH & DWIGHT Co.

80 Maiden Lane

New York

**Bicarbonate of Soda
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The Monthly English Edition of
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Sole and Powerful Journal to Promote the Trade of
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Most highly concentrated oils and synthetics for
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You will be glad to know that we will soon start the new schedule of advertising in **DRUG & CHEMICAL MARKETS**, which will double the space used during 1918.

We heartily believe in **DRUG & CHEMICAL MARKETS** and regard the field you cover as one that is valuable for exploiting the New Jersey Zinc Company and its products.

N. J. ZINC COMPANY,

March 27, 1919.

C. A. Stedman, Adv. Mgr.

The Pfaudler Co. Rochester, N.Y.

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We believe that the strictly informative character of the material you publish secures the continued interest of your reader public and that it attracts the attention of those who have the actual buying in hand.

THE PFAUDLER CO.

April 26, 1919.

Lawrence C. Stahlbrodt, Adv. Mgr.

The *Barrett* Company

I am pleased to be able to express this company's appreciation of **DRUG & CHEMICAL MARKETS**. We find it one of the liveliest and most interesting publications from the reader's point of view, and believe the lines on which you are conducting it to be fundamentally right.

We have been advertising in it over two years, and would not want to be left out of your list of regular advertisers.

THE BARRETT COMPANY,

May 26, 1919.

Chemical Department,

D. W. Jayne, Manager.

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Established 1819

Incorporated 1906

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FRAZAR & CO.

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